MARCH 23, 1960 • SIXTY-NINTH YEAR • 50 CENTS

Billboard

The International Music-Record Newsweekly

Billboard

PAGE ONE SINGLES

★ NATIONAL BREAKOUTS

No National Breakouts This Week.

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

FUNNY MAN . . .

Ray Stevens, Mercury 72098
(Lowery, BMI) (Houston, Atlanta, Miami)

BIRDS THE WORD . . .

Rivingtons, Liberty 55553
(Beechwood, BMI) (Los Angeles)

IF YOU WANNA BE HAPPY . . .

Jimmy Soul, SPQR 3305
(Rockmasters, BMI) (Philadelphia)

ANY WAY YOU WANTA . . .

Harvey, Tri-Phi 1017
(Fuqua, BMI) (Baltimore)

HEART . . .

Wayne Newton, Capitol 4920
(Aldon, BMI) (Houston)

STRUTTIN' WITH MARIA . . .

Herb Alpert & the Tijuana Brass, A&M 706 (Irving, BMI) (Seattle)

HALF A MAN . . .

Willie Nelson, Liberty 55532
(Pamper, BMI) (Dallas-Fort Worth)

SHOOK UP OVER YOU . . .

Jimmy (Soul) Clark, Teak 4824
(Pamtec, BMI) (St. Louis)

I WANNA BE YOUR LOVER . . .

Diane Emond, Redcoat 63201 (Sherman-DeVorzon, BMI) (Minneapolis-St. Paul)

WATERMELON MAN . . .

Herbie Hancock, Blue Note 1862
(Arlen, BMI) (San Francisco)

TORE UP . . .

Harmonica Fats, Darcey 5000
(Lois, BMI) (Houston)

THESE ARMS OF MINE . . .

Otis Redding, Volt 103
(East-Time, BMI) (Memphis-Nashville)

ALBUMS
Page One Albums will be found in the LP Review Section of this issue

EDITORIAL

All Can Be Proud

THE RECORD INDUSTRY often has been accused of being jaded, cynical and indifferent to anything but the profit motive. Yet we are witnessing a development of sheer altruism which is unprecedented in the annals of this business and one which precious few other industries could match.

We refer to the united effort being put behind the "All-Star Festival" LP, being sold around the world for the benefit of the fund of the U. N. High Commissioner for Refugees. The enthusiastic co-operation of every segment of the industry behind this most worthy cause gives the lie to the old accusations.

Check off the industry's contributions: the who contributed their services, their record companies that released them from exclusive commitments, the songwriters who prepared material never before recorded, the unions which waived royalties, the publishers which gave up their normal take, the rack jobbers and distributors who are getting the disks to the public sans profit, the dealers who display it, and, certainly, the world-wide facilities of Philips and Mercury Records which manufactured and arranged for its distribution without remuneration.

Just how exceptional a situation this is may be noted from two other facts: this is the first disk ever to be handled by more than one of the major record clubs (both the Columbia and Capitol clubs are handling it at cost). And, through the U. N. High Commissioner's office, the governments of the world have waived import duties and sales tax.

And so the global drive is on. We wish to urge every part in the industry to throw its full weight behind the sale of this LP. By so doing, let us wipe out the old canards and show the true nature of the record industry to the world: genuinely interest, wholeheartedly sincere, completely involved.

The results will speak for themselves. We hope to make what contribution we can in our own fashion: by reporting the developmenis of the world record industry.

HIGH HOPES: CBS President Dr. Frank Stanton predicts that in five years Columbia record division will be doing as much volume overseas as in damestic market. So he tells meeting of research staff of Bache & Company as Harid L. Bache, ranoging portner of the world-wide investment firm, listens in.

Nevins-Kirshner Sale to Disk Label Seems in Offing

By BOB ROLONTZ

NEW YORK—The entire Nevins-Kirshner publishing empire, including Aldon Music, Dimension Records, and the two-score top writers and record producers contracted to Aldon, are expected to soon become a part of an established record label operation. The labels now in negotiation with Nevins-Kirshner are Colpix and United Artists, with reports that Colpix has the inside track. It is understood that the selling price may run between $3 and $4 million.

Though none of the parties involved in negotiations was was talking very much last week, it was gleaned that a deal will soon be concluded. When it is, the roles to be played by Don Kirshner and Al Nevins in the new set-up will be clarified, as well as the roles of other executives in the Nevins-Kirshner set-up.

Under any circumstances,

(Continued on page 6)

BIDS GOING SKY-HIGH FOR TRACK ON 'CLEO'

HOLLYWOOD—The highest offers for a sound track in the history of the record business are being received by 20th Century-Fox Film Corporation for the score to the most expensive flick ever filmed, the $40 million "Cleopatra." These bigs—ranging as high as $500,000—are being made even though the bidders know they have only an outside chance to get the track, and even though nobody has yet heard the track since it hasn't been completed.

Twentieth-Fox Records chief Basil Bova insists that the track will be issued on the firm's label, 20th-Fox Records, not only because of the control the picture firm would have in exploiting the track, but because it will give a gigantic boost to the label's future. He is already planning the cover art. The label will shortly release the track to the smash movie "The Longest Day," and reports are that it will also issue the track to "The Sound of Music."

The record-breaking offers for the track are spurred by a feeling that this will be a prestige property. Advance ticket sales, already running into millions of dollars, indicate that the Elizabeth Taylor-Richard Burton publicity will pay off at the box office, and the disk firms feel they can cash in as well. Score for the film was penned by Alex North. Only 15 of "Cleopatra's" 33 reels have been recorded at this point. Flick will run for four hours.

Al Gallico Leaves Bernstein; Turned Down in Partner Bid

NEW YORK—Al Gallico, veteran music man here, has left the Shapiro-Bernstein organization. He had served the firm for a decade as general professional manager and only last year started S-B's first BMI affiliate, Painted Desert Music, in Nashville.

Gallico told Billboard: "Frankly, I'm leaving for one reason. The Painted Desert firm has been highly successful in its first year and I felt that I should be given a part of the ownership of the firm. This they would not go along with and so I have left. I'll announce my plans very soon."

Painted Desert's Nashville office is being run by writer-singer Merle Kilgore, writer of "Wolverton Mountain," the biggest hit for the firm so far.

The tune was a hit for both Claude King and Jo Ann Campbell and has been recorded in 27 albums, according to Gallico.

He will continue to manage Kilgore. Painted Desert also has Kilgore's new disk on Parkway, "I Am," and Rick Nelson's first Decca bit, "You Don't Love Me Anymore."

UN Disk Zooms All Over World

By JACK MAHER

NEW YORK —Early reaction to the United Nations "All Star Festival" LP has begun to stream in from points around the world. The disk, which is being distributed by Philips International on a world-wide basis, and by Mercury Records in the United States, is being hailed in some countries as one of the greatest sellers ever.

The album contains tracks by such international stars as Louis Armstrong, Maurice Chevalier, Nat Cole, Bing Crosby, Doris Day, Ella Fitzgerald, Mahalia Jackson, Nana Mouskouri, Patti Page, Luis Albert De Parana, Edith Piaf, Anne Shelton and Caterina Valente. The artists, distributors and even in some cases dealers, are all realizing little or no profit from the album, with the lion's share of the money going to the United Nations High Commissioner for Refugees for the support of some 13 million destitute souls. The album has been put on sale in 110 countries of the world.

The Billboard world-wide network of correspondents have filed individual stories on the sales and special promotions being carried out in their individual countries, and what effect they have had.

AUSTRALIA
By GEORGE HILDER

The "All Star Festival" album is selling here for $3. It has received much special consideration from both visiting celebrity artists and local dealerships. Nat Cole, who has one of the tracks of the LP, made a special publicity tour to help promote the set. Typical of the consideration on the dealer level was Farmer's Department Store, Sydney, which set aside a special counter and display for the sale of the album. It is being sold in all other States, except Western Australia, by Myer Emporium, Ltd. There it is being sold by Boans, Ltd. A target sale of 20,000 copies has been set for Sydney. Buddy Cole, Vera Lynn and Louis Armstrong are promoting the disk and all radio and TV stations are co-operating.

AUSTRIA
By FRED ZILLER

In this country the "All Star Festival" LP was presented to at a special meeting attended by Austria Bundespresident Dr. Adolf Schaerf and deputy UN High Commissioner for Refugees in Austria Arnold Rohrbach. A special provision made for on this market is that only use tracks and

(Continued on page 4)

BIG HIT FOR MARCH

(Little Peggy March, That Is)

"I Will Follow Him" #8139
c/w "Wind-Up Doll"
RCA VICTOR

The most trusted name in sound

EDITORIAL

Pulling Together

AT THE NARM MEETNG in San Francisco last week, many, if not all of the rack jobbers present expressed their serious concern to manufacturers over the large number of distributors now in rack jobbing. They claimed that distribs, purchasing product from manufacturers at a lower wholesale price, than could afford to sell merchandise on their racks at a lower price than could a racker who was not also a wholesale distributor. Some even suggested that they might be forced out of rack jobbing due to distrib-rack competition.

Almost simultaneously, distributors, many of them members of ARMADA, were expressing their concern over the Handleman Bros.—one of the country's largest rack merchandisers—entering the distribution business with the opening of Border City Sales in Detroit as distributor for MGM Records in that territory. The distrib apprehension about Handleman in their business was that he could use his Detroit outlet to supply his racks in cities other than Detroit, thus cutting out the local MGM distrib in those cities.

There is no reason why a distributor cannot become a rack jobber, if he has the time and energy to do so, nor any reason why a racker can't also engage in distribution organization. Many distributors have already done so and Handleman may only be the first large racker to take on wholesale distribution functions.

But both distribs and rackers would be better off if they tried to co-operate with each other rather work against each other. Under Amos Heilicher and Johnny Kaplan, the distributor organization, ARMADA, has assumed new strength and attempted seriously to work out industry problems. Many key manufacturers have joined the new distrib-led ARMADA, thereby validating the importance of of the wholesale distributor function.

NARM, whose members represent about 50 per cent of the entire rack jobbing business, has also been concerned with attempting to tackle rack problems, and its annual meetings have become top priority occasion for almost all leading rack jobbers represented.

Isn't it about time for distributors and racks to attempt themselves to work out some sort of co-operative approach to their problems instead of running to manufacturers with their complaints against each other? And isn't it about time for NARM and ARMADA, as the trade organizations of these groups, to talk to each other about these problems? Perhaps a third party, such as the recently resolve some of the industry's thorniest questions. Failure to do so could be an open invitation for the government to step in, with all the inherent dangers of interference that this represents.

Cecil Steen, a vet record man who has also been a distributor, is now president of NARM. Amos Heilicher, the head of ARMADA, is not only a distributor, but also heads a rack jobbing firm, and is a member of NARM as well. Each of these men know each other's problems: surely they can talk to each other about their common problems more easily than through a third party.

The record industry needs both the distributor and the racker, and the industry is large enough for both to function. But it will be easier for both to function if they face their problems together. They both need each other, too.

Handleman Move Still Rocking Distribs; ARMADA Calls Meet

NEW YORK — The pot continued bubbling on various fronts last week in connection with the recent entry into the record distributing business of the Handleman rack-jobbing firm, generally regarded as one of the giants in the rack field.

The week's developments included statements from a competing rack jobber, an affected distributor, and the president of the record firm which became the firm to be distributed by the new Handleman firm, known as Border City Sales in Detroit.

In addition, steps were taken to effect a meeting in the immediate future of the board of directors of the American Rack Merchants and Distributors Association (ARMADA). Letters went out last week to all board members late Thursday from the office of ARMADA Executive Secretary Paul Ackerman, seeking the members' choice of dates and location for a meeting. Dates would be either Friday (22) or sometime during the week of Monday (25), with Chicago seen as the most likely setting for the huddle. Various topics will be considered, including the entry of rack jobbers into the distributing picture and the ramifications therefrom, accordrn, according to Ackerman.

Reached for comment on the developing situation, MGM Records President Arnold Maxin said (of Handleman): "I regard him as a distributor pure and simple and will be judged by us as a distributor."

No Beefs Yet

Maxin said that he has yet to receive a word of complaint from any MGM distributor in connection with the assignment of MGM to Border City Sales in Detroit. Referring to possible future complaints or questions on the matter, Maxin said, "We'll cross that bridge when we come to it." Beyond that, Maxin noted, "I think you will find that most distributors also have rack connections of their own."

Meanwhile, Jack Solinger of Music Distributor, Chicago, who last week withheld comment pending clarification, was openly critical this week. Solinger, whose firm handles MGM in the Chicago area, said: "I've already lost sales of my major

(Continued on page 6)

BRENDA STUFF ALL BY DECCA

NEW YORK — Inadvertently a story filed from Nashville that ran in the March 2 issue stated that Brenda Lee would be recording in Hamburg, Germany, for the Polydor label. While it's true that Miss Lee will record in the Polydor studios in Hamburg, all her recordings are issued exclusively by Decca Records of the U. S. and these German dates were set under the auspices of Decca.

WB Sales Sizzling

HOLLYWOOD — Warner Bros. Records topped the $2,500,000 sales gross mark during the first two months of this year. The gross is figured at manufacturer's price. According to label President Mike Maitland, an impressive share of the sales volume was attributed to the repeat LP's by both Allan Sherman ("My Son, the Celebrity") and Peter, Paul and Mary ("Moving").

Also a notable share of sales, Maitland said, stemmed from such catalog items as the label's LP's featuring the Everly Brothers, Bob Newhart, Joanne Sommers, and the "Music Man" and "Gypsy" sound-track packages.

The label will more than double its sales this year over the past year, Maitland said, if addition to its LP activity, WB has been riding high in singles, moving more than 700,000 copies of Vallauri's "Rhythm of the Rain" by the Cascades, and Jerry Wallace's "Shutters and Boards" on Challenge. Other strong singles included releases by Peter, Paul and Mary; Dick and Dee; Gene Pitney, Johnny Beecher "Sax Fifth Avenue."

Len Levy Named Epic Gen. Mgr.

NEW YORK — Leonard S. Levy has been named general manager of Epic Records, according to Norman Adler, executive vice-president of Columbia Records, parent organization of Epic. Levy, who has held the post of national sales manager, will now report directly to Bill Gallagher, Columbia vice-president of marketing.

Levy joined Epic in October, 1961, as the post of national sales manager. Previously he had held sales exec posts with Top Rank Records and with Coral and Brunswick Records. Just prior to joining Epic, he had been vice-president of Modern Sound, Inc., an indie producing firm.

Commenting on the appointment, Gallagher said, "Levy's new appointment and the establ-

(Continued on page 6)

UA Tabs Pub Execs

NEW YORK—Responsibility for the activities of the publishing firms associated with United Artists Music has been reapportioned through appointments of three key executives to the firms, according to Mike Stewart, executive vice-president.

Jack Gold has been named executive producer in charge of creative projects, Murray Deutch, general professional manager and Kenneth Lauber, executive assistant to Stewart.

Besides the new appointees Eve Sasko continues as head of the copyright department, Sidney Shemel will serve as legal counsel and Simon Mael is controller.

The United Artists music firm has two Academy Award contenders in the score category with "Taras Bulba" and in the best song nominated in "Two for the Seesaw."

Friends Fete Ben Selvin As He Leaves Industry

NEW YORK—The music industry saluted Ben Selvin last week (14) on the occasion of his retirement at a dinner at the St. Moritz. Selvin, who for half a century has been leaving his mark on the business as a violinist, band leader, radio director, publishing executive and recording manager, retired last week from RCA Victor at the age of 65, after 10 years as a&r manager for RCA Victor's Custom Record Department.

The dinner was attended by more than 200 people, from all levels of Victor, the AFM, major record firms and hundreds of friends in publishing and recording.

Selvin's career with Victor started in 1919 when he was 21. He recorded four songs, for $10 per song, for the old Victor Talking Machine Company. One of the recordings was "Dardenella," which became the first dance record to sell over one million copies. For this, Selvin was presented with a gold record by RCA Victor at the dinner.

Selvin's ork also had hits with "I'm Forever Blowing Bubbles," and "A Pretty Girl Is Like a Melody." During his career, Selvin recorded more than 9,000 selections under nine different names for nine different companies.

In 1927 Selvin joined the Columbia Phonograph Company, and became director of a.&r. He assisted in the formation of CBS. He served as vice-president of the Muzak Corporation

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We Play a Part on TV

The fine hand of Billboard had something to do with, of all things, an episode in the Andy Griffith CBS television show coming up March 18.

Seems that Richard O. Linke, who is associate producer of that hot TV show as well as being personal manager of the personable Griffith, is a steady and perceptive reader of our paper. Andy had asked Dick to recommend a good Blue Grass singing group for the episode called "The Darlings Are Coming."

Though Dick is a member in good standing of the Country Music Association, he wasn't personally acquainted with the Blue Grass crowd. So while browsing through Billboard one night, he saw an item about a group known as the Dillars who had just been signed to Elektra Records. Linke called Lee Zhito of our Hollywood office and Zeke filled him in.

Linke called up Jac Holzman, boss man at Elektra, who arranged for Dick to hear the group. Then Aaron Ruben, producer of the Andy Griffith show, was invited to listen and the group was set for the date.

Then Sheldon Leonard, the show's executive producer, remembered that Dick Linke also had a girl singer named Margaret Ann Peterson. Both Dick and Andy Griffith have worked with her since 1955 when she was a high school girl in Greeley, Colo., working with a small combo on the side.

At Leonard's request, Linke flew Margaret Ann in from Las Vegas, where she had been working the Sands Hotel, and she got a quick audition and a job on the show, which also will feature actor Denver Pyle in his first comedy role.

So when you catch the show—March 18 on CBS at 9:30 Eastern Standard Time—give Billboard a thought. After all, we had something to say about getting that episode ready.

Hal B. Cook

PUBLISHER

UN Disk Zooms All Over World

● Continued from page 1

songs from this album will be withheld from general release in the country for two years. In the 24-hour period following the dedication, 5,000 albums were sold. This is the biggest LP sale in the country in such a time period. Over the past three days another 5,000 LP's were sold until, at this writing, 15,200 total sales have been registered.

BELGIUM
By JAN TORES

The "All Star Festival" LP is being touted as the greatest selling record ever to hit the Belgian market. On February 26, the day of its release here, more than 30,000 copies of the record were sold. This is the greatest single sale for one day in the history of the business here. Very small dealers in our country were able to sell more than 25 albums in one day, more than many sell in a month. Radio, press and promotion from all media is enormous. It is estimated that more than 100,000 copies of the set have been pushed across counters since the set went on sale.

DENMARK
By ARNE HANSEN

Ice conditions in Danish waters have forced the postponement of the release of the United Nations "All Star Festival" LP back from its March 15 release date. The album is selling at 27.50 Danish kroner (normal LP price is 38 D.kr.). At a special incentive that the record committee and SAS, the Scandinavian Airways, have set up prizes to buyers, a round-trip flight and a week's vacation in New York for two.

HOLLAND
By SKIP VOOGD

"All Star Festival" LP is a huge success in the Netherlands. During the first week, 15,000 LP's were sold, a record number for sale in the low countries. The price here is very low, 7.50 guilders (1.98 dollars). Ad man Bert Geert Efferich, who held the 23-hour non-stop TV marathon benefit for the LP and refugees, Meele Weersma was charged with the production of the LP.

Two refugee children from Holland, Irena Dunuta Skrzatuszewski who is 10 years old, and Laszio Rando, 12, offered the first sample to Queen Juliana at Soestdijk Palace.

PHILIPPINES
By LUIS M. A. TRINIDAD

The "All Star Festival" LP drive for the benefit of United Nations Refugees was kicked off by official proclamation of President Diosdado Macapagal delivered by Executive Secretary Salvador Marino. Diomedes Maturn and the Newsmens Chorale performed a few musical selections in honor of the occasion.

NORWAY
By ESPEN ERIKSEN

Just a little over week after its issue, "All Star Festival" has received the 25,000 silver disk award from the Norwegian phonograph industry. According to the official list, this album ranks third among European countries selling the record. In Norway the LP moved into the Top 10 this week, hitting the No. 10 position. This is the first time any LP has moved into the chart listing usually reserved for singles and EP's. The position achieved by the album will be even higher if so many records were not sold on a direct mail basis. The Verdens Gang newspaper, which compiles the Record list, only includes retail dealer outlets and has no way of recounting for these direct sales.

SWEDEN
By BERTIL FOX

Despite the fact that "All Star Festival" sells for a higher price in this country than in any other on the globe, the album has also sold more copies here to date than in any other European nation. The album was promoted during a special TV show where phone orders were taken. In four hours more than 92,000 LP's were sold, a record that will probably never be duplicated in this country. Part of the promotion was tied to Scandinavian Airways, which was offering a free air trip to New York to one of the lucky LP buyers. It is believed that total sales of the album have broken the 100,000 mark at this writing.

Dot Tried to Get in Record Clubs, Wood Tells FCC Hearing

By REN GREVATT

NEW YORK—Dot Records has held discussions and in some cases actual negotiations with all three of the major record clubs regarding the release of its product through the clubs, but none of the projected deals ever worked out according to Dot President Randy Wood.

Competitive pressure posed by the entrance of other prominent indie labels into club distribution and inquiries from artists about the possibility of such distribution for their records has forced Dot to be cited, contrary to Wood said in testimony during the final week of hearings on the Federal Trade Commission's complaint against CBS and the Columbia Record Club.

Other highlights of the concluding sessions of presentation by Government counsel of the so-called cash-in-the-till were testimony by Paul Ackerman, former Billboard music editor and current trade practice secretary of ARMADA; Dave Rothfield, record buyer for Korvette's; Al Hirsch, president of Mal-verne Distributors, and Edwin Ricotta, a principal of Wonderman, Ricotta & Salven ad agency for the Columbia club. In addition, Hearing Examiner Donald Beelman heard argument on the admissability as evidence of a listing of gross annual sales volumes of 56 record companies, allegedly representing 90 per cent of all album sales in the industry.

Funny Position

Arrangement for the preparation of this information was made by the Government with its use intended to show Columbia in a dominant share-of-market position in the United States. Columbia counsel were placed in the unique position of the challenging the document because, in their view, the figures tended to give the company credit for a considerably larger share of the market than it actually enjoys.

Earlier it had been expected that Moore would render a decision on the admissibility of this evidence during the final hearing session, Wednesday (13), but Moore received decision.

Meanwhile, Moore scheduled a hearing of oral arguments on a motion by Columbia to dismiss the charges, Wednesday afternoon (20) in Washington. Monday, April 15, was tentatively set for the commencement of the defense case, assuming the examiner either denies the motion to dismiss or reserves decision.

In direct examination by Counsel Richard Lanier, Wood disclosed that his firm now has 800 to 1,000 albums in its catalog, and that the firm has 16 or 17 wholly owned distributorships. A question on why the negotiations for affiliation with the Victor club were never consumated, was objected to by Columbia counsel. As a guide to higher review of the case, in case of an appeal Wood was allowed to answer with the answer taken as an "offer of proof," but not an official part of the record.

The Victor attorneys didn't think it was fair to have an exclusive contract with an outside label, Wood asserted

'Forced Into It'

Explaining that he honestly felt that clubs have hurt the dealer Wood, however said: "I've been interested in getting club distribution for several years in order to be competitive I'm almost forced into it. It doesn't mean I want to, I just have to. Our thinking has shifted however We are now running mail-order tests with the view of starting our own Dot record club with no outside labels"

In cross-examination Columbia counsel Asa Sokolow asked if Dot had had contacts with Columbia, Capitol or Victor. "No," Wood replied.

In further questioning by Sokolow, it was brought out

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Vol. 75 No. 12

Decca $$: A Million

NEW YORK—Decca Records had the highest consolidated net income in the company's history in 1962, according to an annual report issued by President Milton Rackmil Friday (15). The record company, along with its Universal Pictures subsidiary, hit an all-time net high of $5,615,281 in 1962, equal to $3.68 per share. Net income for the same period in 1961 was $3,964,642, equal to $3.08 per share.

A comparison of the separate statements issued by Decca and by Universal showed that the Decca Records parent firm topped the $1,000,000 net income mark last year. Of the $5,615,281 net total for the year, Universal was responsible for $4,422,614 net while Decca accounted for a net total of $1,-192,667. This puts them $219,-501 ahead of the net figure of $873,166 for 1961.

VICTOR BRINGS OUT RED SEAL NEWSLETTER

NEW YORK — RCA Victor has instituted a monthly "Inside Red Seal Newsletter, designed to furnish dealers with information on the activities of Red Seal artists and their recordings. Each will feature an "Artist of the month" and give info about tours, current advertising materials and discography information. First issue in February featured Jascha Heifitz, and March featured Artur Rubinstein. Last month Victor also started the "Red Seal Dealer News" to give information on planning and merchandising.

Columbia Names David Wynshaw N. Y. Branch Head

NEW YORK — David Wynshaw has been appointed Columbia Record Distributors branch manager for New York and Northern New Jersey, according to Sales Director Donald England. Wynshaw succeeds veteran distributing exec Al Southgate, whose retirement became official last month. Wynshaw was formerly Los Angeles branch head.

Other new sales appointments in the Columbia organization include that of William Farr to the post of merchandising Salutor, Columbia Records Sales Corporation, according to Ken Glancy, CRSC vice president. Farr will supervise the activities on pop product of Joe Norton and Bernie Landvall, assistant works. Pete Munves and Tom Berman; singles, Dave Rosner, and field merchandising Sal Forlenza. Farr will report to Glancy.

Promoted to staff assistant, Tony Rubino will assist Glancy in administration and will work with Jim Sparling in planning products.

Jack-A-Sing On the Wing

HOLLYWOOD—Reprise Records may be writing disk history this year with its "Sing Along With JFK" album. Set for a top seller without the benefit of radio exposure. Most of the leading stations in this area have backed away from the album, bringing its air play to nil. Despite this handicap, the package has taken off into full sales stride.

After only one week in the market, retailers here indicate the package is a strong seller

Shifts in Mercury

NEW YORK— Mercury Records, in three days of meetings here, made sweeping realignments of its entire A&R staff to handle its three labels, Mercury, Philips and Smash. According to Irving Green, Mercury chief, the changes were necessary due to the extensive growth of all three labels.

Mercury h r a s s, including Green, Irwin Steinberg, Kenny Myers, Arnie Singleton and Charlie Fach, set up separate a&r. staffs to handle recording for each label. From now on, Mercury recording will be handled by Singleton, Quincy Jones, David Carroll and MMB Productions of Philadelphia.

Jack Kennedy in Nashville, Hal Mooney and Herb Rosen in New York, will continue recordings for Philips. Doug Moody, Eastern regional manager for Philips, will now serve as Fach's Eastern recording director. Jacki Tracy Mercury's man on the Coast, will continue to handle a&r for all three labels.

and is continuing to climb rapidly. The Music City best seller chart has listed it in the No. 40 spot, reflecting sales of less than a week.

Jim Hawthorne, program director of KFWB here and the other Crowell - Collier stations (San Francisco and Minneapolis) told Billboard his station played a track out of the Reprise—JFK package as soon as the disk he received it. After the majority of unsolicited listener calls opposed its playing, he pulled the LP from the air Other stations here including KABC KFI-KNX, have followed suit. They have decided against airing it, though none of the stations claim that it has been officially banned

Mathis Never Misses!

CL 2016/CS 8816 Stereo

COLUMBIA RECORDS

Dot Tried to Get Into Disk Clubs

• Continued from page 1

that Dot's gross increased from about $6,000,000 in 1957 to $16,000,000 in 1961. It was also shown that net profits also increased at the same time.

In an unstated allusion to Columbia's outside label licensing arrangements, Meadow rebuffed Wood's agreement that company-owned branches give better promotional support to distribution and that a distributor or branch has an exclusive right for a given area on a given label. Wood also admitted that Dot disks are sold through rack jobbers and admitted he bought he said he felt that both hurt dealers.

"Neither racks nor discounters are good for our industry," he said.

Testimony by Ackerman introduced little new evidence of a startling nature but it did produce touches of color that will define the meaning of a catalog item, he noted. A primitive blue by Jimmy Reed in 1956 would be a catalog seller as against a six or seven-week pop hit.

Ackerman noted he felt that clubs, originally advanced as an entity to lure the middle and gravitate new customers to stores, had not upheld this promise to date. He said he felt that original mail-order price offers of clubs, employing a comparison of what the customer would pay for the record in his store, ran counter to the theory, of helping dealers. He also challenged the concept of maintaining what he called "a fictitious list price" by the clubs in order to heighten the effect of the low price club offers.

Editorials Cited

During cross-examination, Columbia counsel submitted as evidence three editorials from Billboard which tended to support the club concept Ackerman explained that it was true the editorial reflected the stand of the paper's management at the time they were supported in 1955, 1957 and 1958 but that later he personally came to a different view for reasons outlined in earlier testimony.

Another editorial, entitled "Plain Dealer Talk," published in 1959, which took issue with certain aspects of the club concept, also arose in the discussion and was introduced as an exhibit for the Government to underline point in redirect questioning. Ackerman was asked to state the role of Columbia in the growth of discounters.

"It isn't fair to single Columbia out," he said. "Columbia and all the rest supported it. We right up to his bankruptcy period because he helped establish the LP and because he sells a lot of records."

Edwin Ricotta appeared primarily as the author of a tremendous array of Columbia club ads, prepared by his agency Ricotta-Kaufman, submitted as Government exhibits.

Rothfeld retraced much of the ground covered during his earlier testimony in the case and the hearings last January. He reported his belief that clubs tend to focus on sales of new releases thus removing some of the traffic from catalog stores such as Korvette's. He recited a decision where a Korvette sale ad appeared in the same issue of The New York Times as that which carried a club ad.

"This kind of thing made our ads look ridiculous," he said, adding, "In one instance I overheard customers who said that (Korvette's) ad was 'No great shakes.'"

In cross-examination, Rothfeld admitted that Korvette began discounting in 1948 somewhat before the start of the Columbia club. He also admitted that discounting by Korvette, in his opinion, has been "good for the business and has stimulated interest in records."

Hal Cook to Speak At British Meet

LONDON — Hal B. Cook, publisher of Billboard, will be guest speaker April 22 at the meeting of the conference of the Gramophone Retailers' Associations. It will be a highlight of Cook's projected visit, his first to Britain since resuming his Billboard post last June.

An annual dinner will follow the GRRA annual meeting, a conference of record retailers. Latter, a trade fair embraces both large and small record manufacturers, suppliers of needles, record racks and other accessories. This year, for the first time, overseas firms also will be able to attend the exhibition during certain hours. The GRRA executives decided on this unusual step because during conference meetings the exhibitors are neglected.

The conference itself again takes the form of specific subjects, among which are discussed specialist speakers with questions from the floor. These are closed sessions open only to dealers and their staffs. At the dinner, the National Record Awards — organized by the GRRA and "Record Retailer" — will be presented. For the first time, the convention will be located in the New Ambassadors Hotel

MASTER TIPS CAN WIN LOOT

NASHVILLE — Monument Records has clocked off what it calls "Monument's Mighty Master Contest," under which tipsters on available masters which are acquired and become hits can receive $1,000.

Under the rules, any person who sends in a tip and a copy of the record or full information on it may be entitled if he be leased or purchased by the label will receive $1,000 if the disk hits top 10 in any of the trade paper charts. Under the same procedure, a disk hitting the top 20 in any three trade papers will bring $500 to the winner, with $250 the award on a disk hitting the top 100 in at least two trade paper lists.

Decca Again Adds To Solid Line With 6 'Favorite' LP's

NEW YORK—Depth in catalog is a theme of Decca Records and the label is once again adding to its solid line of evergreen material with six new albums for the Golden Favorites series. The new sets continue on the tradition of the Golden Favorites series either featuring great hit performances or significant new performances of past and present hit tunes.

This line, which draws from the depth of the Decca catalog, was introduced some years ago and included such illustrious artists as Webb Pierce, Red Foley, Bing Crosby, the Ink Spots, Ella Fitzgerald, the McGuire Sisters, Kitty Wells, Ernest Tubb, Louis Armstrong, Wayne King and Jackie Wilson and will continue to be added to in succeeding years.

Among the artists in the new releases are such names as Lionel Hampton.

Special incentives are being offered dealers in support of the new albums as well as all the rest in this specific catalog. Special mobile displays and a complete litho book displaying all 34 covers are also being shown by salesmen.

Wein on as UA Series Producer

NEW YORK—George Wein, Newport jazz festival impresario, pianist, artist representative and record producer has signed as an exclusive producer for the United Artists jazz series through 1964. Wein's pact has signed Dakota Staton and trumpeter Howard McGhee to recording contracts for UA and will be in charge of these artists' recordings.

According to Art Talmadge, president of UA Records, the signing of Wein is another move in line with a new label policy of signing musicians as producers. Both Miss Staton and McGhee have been active in Wein returns from a European trip he is currently accompanying Thelonious Monk on the Continent.

"St Thomas — an LP by Herbie Mantin, and a Rose Murphy and Slim Stewart single are two of the most recent jazz disks released by the label produced before Wein joined the firm.

LATE SINGLE SPOTLIGHTS

— Pop —

NED MILLER
THE MAN BEHIND THE GUN (Faber-Rondo, BMI) (2:46)—ONE AMONG MANY (Central Songs, BMI) (3:01)—Two fine follow-ups for Miller that "Jackie King man" turns up as a solid fast-clicking waltz in the Westernish saga style while the flip is an effective country ballad. Good arrangements back the chanter both ways. **FABER 116**

BRIAN HYLAND
SOMEWHERE IN THE NIGHT (Pogo, ASCAP (2:40)—I WISH TODAY WAS YESTERDAY (Pogo, ASCAP) (2:34) — Hyland scores with two effective and neatly contrasting efforts. Top side is strongly in the country ballad vein, in terms of lyric and performance. Flip has a strong European quality with a musical production in the backing. This side should score well in overseas markets. **ABC-PARAMOUNT 10427**

Handleman Move Rocks Distribs

• Continued from page 3

line to them (Handleman's firm)."

"I would say this is the crossroads. This marks the most important move in our business in 10 years because it can have great impact on the whole distributor dealer structure. More than anything else now, self appraisal by distributors and racks is needed. This thing could be the catalyst that sets a new direction for the business.

"It certainly represents a challenge and an opportunity for ARMADA. This is the time for them to prove something to everybody."

Wants Same Price

Frank Arace, head of Market Merchandisers in nearby Newark, N. J., had this to say: "We are writing to MGM to tell them very simply that we are entitled to buy at the same price as they (Handleman) do. I guess I'm a queer kind of duck in the sense that I'm one rack jobber who gets along with his distributors. I don't have to buy allocations like Handleman do nor do I have to undertake their functions, so I don't try to get their prices.

"But in the case of the Handleman operation, they're getting preferential treatment yet they are a competitor of mine on my level. They are getting an edge they're not entitled to. I say what's sauce for the goose is sauce for the gander."

In Detroit, Harry Kaplan whose firm Jay Jay (as well as Henry Droz' Arc Distributing was bid for Handleman before it opened its own store, was not available for comment. He was reported on vacation in Mexico.

Starday Begins 30-Day Promo

NASHVILLE—Starday Records announced last week a 30-"Spotlight on Bluegrass 5-String Banjo Albums."

This plan follows the successful "Country Music for the People" program offered recently by the label. For the upcoming plan, according to President Don Pierce, dealers can get two free bluegrass albums for each 10 ordered from Starday distributors during March. A total of 10 bluegrass albums are spotlighted and available under the plan. Included are a bluegrass sampler retailing at $1.98, a double pocket 5-String Banjo Jamboree Spectacular album retailing at $5.98, and a Bluegrass Hall of Fame Album at $3.98. The Hall of Fame set contains 16 recordings by top bluegrass stars, including Lester Flatt and Earl Scruggs, Don Reno and Red Smiley, the Stanley Brothers, Hylo Brown, Bill Clifton, and many others. Pierce said.

Ben Selvin

• Continued from page 3

from 1934 to 1941 and left to work with James Petrillo and the AFM in negotiating a series of recorded music. He joined Majestic Records in 1947 and left to join Columbia Records as West Coast a&r chief in Hollywood. In 1951 he started his decade with RCA Victor.

Ralph Williams of RCA Victor Custom ensured the director Selvin was photographed in a silver set from the industry and a gold clock from RCA Victor. In his speech to the crowds, Selvin noted that he was not retiring for good, but that he would serve as a musical consultant at the New York World's Fair. He said that "old-timers never die" and that his slogan was still "Have Stop-Watch Will Travel." Selvin's wife, three children, Ben Jr., Rick and Robert was there to see it all.

Terry Snyder, 47, Dies in New York

NEW YORK—The record industry was saddened last week when artist Terry Snyder died Friday (15) at 6 a.m. The percussionist, whose records on Enoch Light's Command label first brought him to prominence, had just signed with and had his first album released for Columbia Records when he died at 1 p.m. at Navaau North Chapels, Inc., Great Neck. He survived by his widow, Dorothy, and two daughters. He was 47 years old

RIO NUT LOW, VISITOR SAYS

NEW YORK — The inexpensive costs and modern recording facilities in Rio de Janeiro are being described here in glowing details by H. J. Morris head of the Odeon, the EMI subsidiary in Brazil. Morris is here to tell the execs to background music companies and others interested in availing themselves of studios and musicians at costs running as low as one-third those in the country.

Morris will remain in New York until March 28 before leaving on to the St. Moritz Hotel

THINK HITS

the VENTURES

"Skip To M' Limbo"

b/w

El Cumbanchero

#68

the FLEETWOODS

"You Should Have Been There"

b/w

It Sure Is Lonesome Downtown

#74

DOLTON RECORDS

A DIVISION OF LIBERTY RECORDS INC

Phony Ratings Costly to Stations, Harris Says

By MILDRED HALL

WASHINGTON—The story of how ratings have cost American radio broadcasters millions of dollars in advertising money became of the rule of the numbers, was told on Capitol Hill last week Chairman Oren Harris (D. Ark.) of the special House Investigations Subcommittee holding hearings on broadcast ratings, commented: "We're getting more and more from industry on what it is doing to them. I wonder how the industry got itself into this situation, and I hope that in the future we will not have the kind of thing described during the last few days of these hearings."

The situation was outlined by network and independent radio broadcasters during the second week of the Subcommittee's hearings, and the committee members were by turns thankful, amazed and amused.

In the case of Robert C Conlan and Associates, a minor radio market rating service whose "surveys" go out to about 300 to 400 cities across the country, Chairman Harris said the facts were going to the radio broadcasters who subscribed. The firm's "verifiers, program editors, tabulators and calculators," referred to in testimony of its President-Manager Robert F. West, turned out to be one Hattie Mae Hall, of Kansas City, Mo., who also doubled as bookkeeper and supervisor of field reports" for the survey ratings.

Mrs. Jones "Checked" 'Em

Mrs Jones also "checked" field reports on alleged thousands of phone calls made by "field workers" in establishing an audience rating for the station named. Total expenditures for the firm were something over $15,000, she is given was about $65,000 a year. Offers to make as many as 4,600 phone calls for a $179 fee were made in its brochure. Identical letters were sent to stations in the same market in different weeks. Were No 1 in the Conlan area survey, and reports were "still open for local participation."

The Nielsen and Pulse radio rating services were scored heavily by incredulous owners of single stations, by Mutual Network head Robert F. Hurleigh, and Gordon McLendon, owner of a six-station chain All asserted that without a Nielsen rating, no reputable advertising agency would take time on a station. There was more than a suspicion by broadcasters that considerable back - scratching went on between highly rated, high-power radio stations with their favored Nielsens, the big ad agencies and the national sponsors.

Hurleigh of Mutual said Nielsen rates a big, blanketing 50,000-watt station higher in a beat market than a local 5,000-watter even though the latter pulls far more of the local listening audience He said the practice of "misleading Chairman Harris said, "You call it misleading I'd use the word 'false'."

Hurleigh Proposal

Hurleigh has proposed an "ARC" type of circulation audit broadcasters can "believe in," and he has urged them to pool the $105,000 a year spent with Nielsen on a good system, possibly one devised by Radio Advertising Bureau. He also said that Nielsen's NSI—the Nielsen National Station Report—and its NRI—the Nielsen Radio Index —come up with different results for the same markets. Representative Oren Harris (D. Calif.) labeled the whole procedure a "fantasy."

"None of Your Business"

Nielsen was reported to answer complaints or queries on their methods of arriving at ratings with "double talk" to the multiple owners and networks, and a blunt "none of your business" to individual broadcasters like Murry Woroner of WAMF-Dade County, Florida.

Woroner took Pulse, Inc. over the hurdles for its alleged door-to-door canvas of radio listening in the swank Dade County suburbs. Such "Door-to-door solicitation is not permitted there, and Miami police said no canvassers had been reported in the neighborhood. Woroner asked Pulse how it could rate stations when 25 per cent of the market area could not be canvassed. Pulse spokesmen insisted that cops or no cops, they rang those doorbells.

Woroner confessed frankly that he and other broadcasters took Nielsen and other surveys services because they were "afraid not to"—even when they knew the ratings to be unfair.

The economic life or death of the individual broadcaster is tightly connected to ratings.

Programming is also controlled by ratings far more than men of conscience, by the Federal Communications Commission, it was testified. Florida station manager Woroner said that when he changed format from a wild, swinging operation, his rating from Nielsen dropped from 4th or 5th place or 9th in the market.

The Subcommittee members were appalled by the trick of notifying visitors that a survey is about to be made, so the station can hype its audience with giveaways and contests. High ratings produced on the basis of the hype enable it to snare more advertisers who think this audience reach is constant Representative Rogers of Florida called this a "fraud on the public."

Howard Scott Quits MGM A.&R. Post

NEW YORK—Howard Scott this week resigned his a.&r. position at MGM Records. He said he will announce new plans shortly.

Scott, who had been with MGM for the past two years, formerly was Masterworks a.&r. head at Columbia.

Foley's New Firms

NEW YORK—Reliance Music and Stride Music are the new publishing firms being started here this week by Norman Foley. Head last month. Foley had been general professional manager of the Big Three, which he had joined in 1947. Before that Foley was the general manager of M Witmark

Boy for Scotty

HOLLYWOOD — Francis (Scotty) Scott III, Capitol Records' business affairs administrator, last week became a father for the second time when his wife, TV screen writer Marge Pitts, gave birth to a seven pound, nine ounce boy. The Scott's have a four-year-old daughter

Prestige Realigns Execs; Splits Philly Distribution

BERGENFIELD, N. J.—Prestige Records has realigned its top level executive personnel and made some new appointments. In addition the label has set up split distribution for its 10 labels in Philadelphia. A & L Distributing Co. will handle Prestige International, Bluesville, Near East, Irish and Lively Arts. Saul Lambert, head, is now signed to Prestige, New Jazz, Swingsville, Moodsville and Tru-Sound.

The executive line-up as it was outlined by president Robert Weinstock, includes: Ron Eyre, vice-president in charge of sales; Ozzie Cadena, vice-president in charge of recording; the newly appointed George Badonsky, field sales manager; Paul Rothchild, director of Prestige International. Victoria Pike, executive assistant to the president, and Marcia Weinstock, in charge of promotional activities and press relations.

The company has also introduced a rotating deal program. This allows for sale of the subsidiary labels at discount along with the already announced five prime artists from the Prestige catalog. Moodsville is the subsidi currently on a 15 per cent discount deal with Count Basie, Gene Ammons, Stan Getz, Red Garland, Mose Allison and Thelonious Monk also available at 15 per cent

Barry Joins Firm

NEW YORK—Paul Barry is joining Peer and Southern Music as co-professional manager He will be working with Lucky Carle, the professional manager of the organization. Barry has previously operated his own firm, Weiss & Barry, which was sold to Gene Autry two years ago, and had been with Witmark and E H Morris.

Don Pierce Signs Skinner and Payne

CINCINNATI—Don Pierce, president of Starday Records, Madison, Tenn., has signed Jimmie Skinner, formerly heard on Mercury, and Leon Payne, blind country music singer, to Starday recording pacts.

Skinner, who heads up the Jimmie Skinner Music Center in downtown Cincinnati, one of the leading C&W record retailer houses in the country, is scheduled to record an album and single at the Starday studios in Madison this week. Payne recently cut two albums for Starday, both slated for early release. His Starday single, "Jo-Lopez," is already reported off to a good start in the country field.

Atlantic Names Fine Nat'l Promo Director

NEW YORK—Jack Fine has been named national promotion director at Atlantic and Atco Records. Fine had been in charge of promotion at Amy-Mala for the past three years and had handled promotion on the first Dimension disk hits "I-oco-Motion" and "Keep Your Hands Off My Baby," which were distributed by Amy-Mala hammer. Prior to his Amy-Mala post, Fine was Eastern rep for the Dimension label and was general professional manager at Irving Caesar Music

Epic Names Mahan

NEW YORK—Epic Records has named John Mahan to the post of manager of West Coast region promotion According to Ten Lewis, Epic national sales manager, Mahan will be responsible to national promotion manager Sid Talkowitz, for all promotion activity on the Epic and Okeh labels. Prior to joining Epic Mahan was active as an announcer and program director in the Philadelphia radio scene

Foley Sets Publishing Firm

NEW YORK—Foley Music Corp. has been formed here by Red Foley, country singer, to publish his own material. Foley's first release is "Hangin' Around," which he penned with Lee Ross.

Avalon Mgr. Marcucci in Picture Bow

PHILADELPHIA—Bob Marcucci, head of Chancellor Records and manager of Frankie Avalon, Rod Lauren, and other recording artists, is preparing his bow as a motion picture producer with an exploitation package. Work on Only Young Once," with Avalon and Lauren as two of the young stars in the cast commenced last week, directed by writers Rocky Kalish and Elroy Schwartz, and negotiations with studio executives are being concluded by Marty Baum, of General Artists Corporation, and Marcucci.

The picture will have seven or eight songs, skipping the rock and roll for romantic ballads Unique promotion will be pegged on the "YOYO" which represents the first letter of each word in the film's title

Avalon and Lauren each will have four featured songs running into release between now and late summer, so Marcucci aims to have his pro-picture push for fall distribution when these two stars will be receiving wide general promotional penetration. Exploitation also will be carried on through personal bookings of Avalon and Lauren and Rod Lauren both set to appear at the Steel Pier in Atlantic City for two weeks each, respectively, and other dates being set.

"You're Only Young Once" is planned for pre-release color and wide-screen and will be produced under the independent banner of Astra Productions, owned by Marcucci and Avalon. MGM recently placed Avalon under a long-term contract, following his appearance there in Zimbalist-Krasne's "Drums of Africa," and other film feature commitments with American International Pictures.

McCLUSKEY IN BUSINESS AS COAST PUB REP

HOLLYWOOD — Bob McCluskey, former Billboard staff representative here, has formed McCluskey Associates to firm devoted to providing West Coast representation for music publishers. Publishing firms to be handled here by the McCluskey organization include Laurel Sunbeam, Valando Music Company, B Halpern Music, Piedmont Music Company, and Acuff-Rose Combine of Nashville.

McCluskey, who will have his headquarters operations here at 1551 Cosmo Street started handling the firms last week Among his first activities is to West Coast coverage of Mike Broadway show "Tovarish," which opens Monday (15) in New York and acquiring recordings of Valando's "So Love Me" show, which bows in Broadway April 23.

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SATISFYING NIGHT OUT

Rooftops Ready, Come Rain or Shine

By JACK MAHER

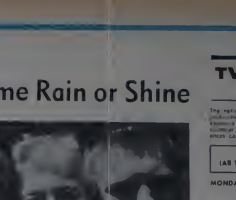
There are those close to the Rooftop Singers who aren't convinced the group is ready for in-person performances. Don't you believe it. No apologies are needed for the trio's singing. On stage, at the Village Gate in New York City in their first night club appearance (11), the few humps and jars are easily lost in the high good humor and enthusiasm the singers display in performance.

The Rooftops will be on hand at the Gate for four more weeks and the few inefficiences should easily be cleared up by then. In the meantime, anyone who happens to drop by the club can expect good old-fashioned revival and folk singing in the best tradition. Practically each tune is dotted with wide-open abandon that marks "Walk Right In," the group's big one on Vanguard Records, and its latest, "Tom Cat," which broke in at No. 96 on the Hot 100.

The trio consists of Erick Darling, a veteran singer of the Tarriers, Weavers and a single folk act, ex-big band and Benny Goodman singer Lynne Taylor and newcomer Bill Svanoe. As a unit they seem to draw strength and excitement from one another. It's a happy act that bubbles on stage and obviously enjoys the success, applause and laughter it brings to an audience.

Sharing the bill with the Rooftop Singers is Leon Bibb, a performer who seems to grow in stature with each succeeding date. The Columbia Records artist presents his material, drawn mostly from the folk repertoire, in a most dramatic fashion.

He moves quickly and easily from work song to ballad with telling effect. Use of stage lighting blackouts, movements and arrangements by Stewart Scharf all add to the imposing production. Typical is the way Bibb sets up his version of "Summertime." A bit of spoken background and re-creation of the street calls that fill "Catfish Row" lead beautifully into the



ROOFTOPS Erick Darling, Lynne Taylor, Bill Svanoe.

mood and the feeling of the song.

The third part of a most satisfying bill is Adam Keefe. This comic does impersonations, or this impersonator does comedy, it's hard to tell which way the development goes. In any case, Keefe presents contemporary vaudeville at its best. His use of familiar celebrity voices are incorporated into his about old, over-edited films, conversations between horror movie favorites and general commentaries on day to day living TV could use Mr. Keefe to its advantage.

TALENT TOPICS

NEW YORK

Imitation is the highest form of compliment and turnabout is fair play. The latest New Frontiersmanship tale is that oft-imitated First Lady **Jacqueline Kennedy** does a great take-off on songstress **Peggy Lee** doing "Mack the Knife." Whether true or not, it's a lovely image . . . Noga Productions, Inc. headed by **Johnny Mathis'** manager **Helen Noga** has obtained U. S. rights from BBC-TV to a half-hour program which starred vocalist and the **Ted Heath** orch and which was aired in England last fall. She's seeking a network sale for the program, but not ruling out the syndication route. . . . Pianist-conductor **Peter Duchin** has extended his gig at the Maisonette in New York through June 8, and Decca Records took advantage of situation to entitle his newest release "Peter Duchin at the Maisonette." . . . **Dee Anthony,** who manages singers **Buddy Greco** and **Jerry Vale,** has just signed pop singer **Frank D'Rone,** who is currently engaged at New York's **Bon Soir** on the bill with **Kaye Ballard.** . . . Elektra Records is pretty excited about their newly signed bluegrass band, the **Dillards.** Group has been club-dating it and make their Elektra album debut in April. . . . If you find it hard going to sleep after watching "Tonight" show, don't count sheep, just run these syllables over your tongue again and again: Lyle Cedric Henderson . . . Lyle Cedric Henderson . . . So what's wrong with "Skitch"?

BARRY KITTLESON

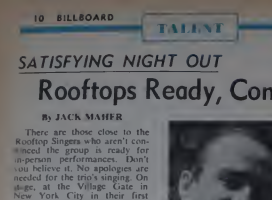
CHICAGO

Playboy's new Sunday afternoon jazz policy is attracting a lot of the city's entertainers who usually have the time off and like to take a busman's holiday. Watching **J. J. Johnson** last Sunday were **Cy Coleman,** writer of the Playboy Theme and currently at the Colonial House, and **Barbara McNair,** popular TV and club entertainer . . . **Stan Apolinar,** swingin' jazz pianist who became popular playing the Playboy circuit, has a new album out on Stereo-oddities this month, "Come by Sunday."

Tony Dino, vocalist at **Al Farber's** Tree Room, has been signed by **WBBM** as lead vocalist for all its live music shows. He's a native Chicagoan and replaces **Bob Vegas,** who left in February to join the Playboy circuit. WBBM may also sign a vocal group shortly . . . It should be a guitar gathering at the club as **Mortmn Downey Jr.,** weds **Joan Tyrrell,** Sahie model and ex-Playboy bunny, soon. The knot will be tied at St Henry's Church. Month is Mercury's **Morris Diamond** will be best man with the reporter ushering in the guests who are expected to include **Dick Clark,** Atlantic **Arvhie Bleyer** and **Johnny Tillotson** from Cadence . . . Bill Gorba, Billboard's Midwest Theater Newark N. J. correspondent on Saturday night (16).

Continued on page 12

Hey, Kids, Dr. Kildare's in Town



NEW YORK—Thousands of young ladies lined up in front at Stern's department store here last week for the privilege of shaking the hand of Richard Chamberlain, the Dr. Kildare of the popular TV show and MGM Records singing star. In order to shake the hand and get the autograph of the TV-record star the girls had to buy an MGM album called "Richard Chamberlain Sings." And buy them they did to the tune of 1,000 sold in the hour-long appearance by Chamberlain at the store.

TV GUEST APPEARANCES BY RECORD TALENT

The national network TV guest appearances slotted behind forthcoming or preceding product releases by record artists continue to be an important factor in the success formula for the exposure of these record artists to millions of viewers. The following is a listing of current and future artists to make appearances and dates by which the TV appearances can be merchandised at point-of-buying public.

MARCH 18-26
(All Times Eastern Standard)

MONDAY 18—BUDDY GRECO
Solo vocalist appears on the Westinghouse tape-syndicated Steve Allen show (check LP is "Soft and Gentle

MONDAY 18—TERESA BREWER
Songstress sits in on the Tonight Show (NBC-TV, 11:15-1 a.m.) Her latest label single is "The Thrill Is Gone" b/w "She'll Never Love You Like I Do

TUESDAY 19—JUDY GARLAND, ROBERT GOULET
Both team up for special Judy Garland and Her Guests . . . (CBS-TV, 8:30-9:30 p.m.) Latest Columbia release for Goulet is "Annie Get Your Gun with Doris Day. Judy is represented by several albums on Capitol

TUESDAY 19—CAROL BURNETT
Returning as guest of her former boss, Miss Burnett cuts up for Garry Moore show (CBS-TV, 10-11 p.m.) Latest single on Decca is "Nobody Is" b/w "Sweet Georgia Brown."

TUESDAY 19—BARRY SISTERS
Duo headliners the Tonight Show guest host Dal (NBC-TV, 11:15-1 a.m.). They may be heard on several LP's on Roulette.

WEDNESDAY 20—SMOTHERS BROTHERS
Folk-comedy duo appear on Steve Allen show (their latest Mercury album, "Think Thin" was just released

WEDNESDAY 20—SANDY STEWART
A regular on the Perry Como Show (NBC-TV, 8:15 p.m. Miss Stewart will plug her latest Colpix release "Promise of Love."

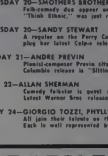
THURSDAY 21—ANDRE PREVIN
Pianist-composer Previn sits in at the piano with Steve Allen tonight Latest album release on Capitol is "Stitin' on a Rainbow."

FRIDAY 22—ALLAN SHERMAN
Comedy funster is guest on the Steve Allen tape-syndicated show tonight Latest album on Warner Bros. is "Say Hello, Sherman, Say Goodbye."

SUNDAY 24—GIORGIO TOZZI, PHYLLIS CURTIN, EUGENE LIST
All join their talents on the "Voice of Firestone" (ABC-TV, 10-10:30 p.m. Each is well represented by various recordings on a variety of labels

ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards these biographies will help you build a convenient file of such data



JAN BRADLEY
(Chess)

PERSONAL MANAGER: Don Talty. **BIRTHDAY:** July 6, 1944. **HOME TOWN:** Bethalto, Miss. **HOBBIES:** Blue Island, Ill. Community High **HOBBIES:** Watching pro football games and reading. **BACKGROUND:** Jan has been singing since the age of 6. She first came to the attention of her manager, Don Talty, about four years ago when she was singing in a local talent show in Chicago with four boys. The group was called the Passions. At Talty's suggestion she began studying singing, dancing and modeling. About a year ago she cut her first record, "We Girls, on the Formal label. "Mama Didn't Lie" is her first hit. Jan is currently making personal appearances at clubs and theaters around the country and will appear soon on the Dick Clark show.

LATEST SINGLE: "Mama Didn't Lie" continues to stay high on the Hot 100 chart, where it has been since the first of the year.

LATEST ALBUM: Her first album will be released this month on Chess. It will feature a new song, "Alone Again Dark I Cry."

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST

Kapp recording star **Roger Williams** headlining at the Waldorf-Astoria, New York starting March 27 for three weeks . . . Singer **Johnny Tillotson** returns after one-week hiatus to the Casino Royal Washington (18) for another week . . . Having broken in his new act at Chicago's Sahara Inn, singer-actor **Frankie Avalon** opens for two-week set at New York's Copacabana (18) . . . Hugh **Patti Page** begins a trial club date this week (21) at the Monticello Club Training, Ban. Miss. . . . Singer **Tony Bennett** opens a two-week Mayfair Theater Newark N. J. engagement on Saturday night (16).

The famous **Vienna Choir Boys** take two nights at New York's Town Hall (22 and 23).

MIDWEST

Ben E. King bound for Chicago and nine-week date at the Regal Theater (22) . . . Chubby Checker's Peppermint House has 14-date artists the **Travelers Three** for two weeks, beginning March 21. Peppermint House has **Dick Contino** and the Embers on March 21 in Fort Wayne, Ind., for 10 days . . . Pianist **Gina Bachauer** at the Shubert Theater Cincinnati Feb. 26 for one night. Miss Bachauer will be with the Minneapolis Aud.

Continued on page 12

THE GIANT SINGLE COMING TO LIFE!

FERRANTE & TEICHER

THEME FROM "LAWRENCE OF ARABIA"

MOVING ON THE ALBUM CHARTS!

THE KEYS TO HER APARTMENT

LOVE WALKED IN • ALONE TOGETHER • TAKE ME IN YOUR ARMS
SPEAK LOW • YOU'RE TOO MUCH • TENDERLY • I ONLY HAVE EYES FOR YOU
EMBRACEABLE YOU • YOU DO SOMETHING TO ME • WHAT MORE CAN I SAY
THERE WILL NEVER BE ANOTHER YOU • GOODNIGHT SWEETHEART

REGULAR LONG PLAYING UAL 3247 • LONG PLAYING STEREO UAS 6247

UNITED ARTISTS RECORDS

UNITED ARTISTS RECORDS • 729 SEVENTH AVENUE • NEW YORK 19, NEW YORK

DAVE BRUBECK practices a little Maorian kissing with a Maori miss on his recent trip to New Zealand, and that looks like Bloody Mary in the background.

TALENT TOPICS

• Continued from page 10

columnist; not to mention most of the local record and radio fraternity. No slacker, Downey is taping the Herb Lyons a day later (20). . . . Don Peachey, whose band records for Cadet Records, will appear at the Blue Moon Ballroom in Elgin, Ill., in two weeks (30). . . . Johnny Hartman, soul-singer currently at the Playboy, just recorded an album with John Coltrane for Impulse. It's all ballads. . . . Ditto an album for Playboy's Danny Apolinar on the Stereodditties label titled, "Come By Sunday." . . . Fred Knapp, former vocalist with the Londonaires, is in town working on an industrial movie and putting together a new vocal act. He just returned from a Dallas visit with producer Mark Sullivan.

NICK BIRO

NASHVILLE

Jolly Joe Nixon, KVRE, Santa Rosa, Calif., reports heavy air play for the Wilburn Brothers' "Roll Muddy River." Jerry Bradley's swank office nearing completion on Record Row. Jerry, son of Owen Bradley, to open publishing company.

Acuff-Rose Artists Corporation's Jim McConnell reports big show for Wichita Falls, Tex., for March 29. Line-up includes Faron Young, Roy Orbison, Connie Wilson band, Flatt and Scruggs, Jubilee Promenaders and L. D. Keller.

Capa Records' prexy Doc Whiting in "Music City" last week. The Mobile, Ala., label chief leased Big John Watson's "Girls, Girls, Girls, Girls" to Dot Records during busy.

Smiley Wilson, new talent director for the Wil-Helm Agency, has Loretta Lynn on a Hap Peebles tour through Kansas, Nebraska and Iowa in early April. Smiley reports successful p.a. bit for Wilburn and Don Helms in Texas last week.

The Delcos' "Arabia" on Showcase could be a sleeper. It rated regional break-out in Pittsburgh in Billboard last week, and is showing up on several deejay reports from around the country. Lawrence Welk ork to play benefit show here this month — already a sellout (15,000).

BOSTON

For the third time in three years Boston is to have a summertime world premiere musical at the Colonial. It will be "Jennie," with Mary Martin, and based on the life of Laurette Taylor.

Boston's Frank Fontaine has signed for the Firemen's Ball at Boston Garden April 26. . . . Vaughn Monroe, taking things easy lately, will come into Blinstruh's, a first time for the local singer. The line-up at the big nitery includes Gisele MacKenzie, Jack E. Leonard, Chubby Checker and Jimmy Dean. . . . Dorothy Dandridge surprised the Statler-Hilton by announcing that she is retiring. She canceled her Terrace Room engagement. The Met's Mimi Benzell will fill her date April 29.

Patti Page received an offer of $100,000 for a month in Las Vegas, so canceled her 10-day booking at the Framingham Monticello on March 21. But when she was told that the Monticello had booked a $15,000 private party for her opening night she arranged to fly in for the one night. . . . The Monticello is dickering for Vince (Dr. Casey) Edwards for a summer date. Andy Williams is coming in May and Anna Marie Alberghetti is expected later.

CAMERON DEWAR

TALENT ON TOUR

• Continued from page 10

torium in San Antonio March 22. . . . The Smothers Brothers still going collegiate at Wisconsin State (19), University of Kentucky (22) and Dennison College, Granville, Ohio (23). . . . Funny Phyllis Diller in Moorehead, N. D., at the Chamber of Commerce Auditorium (18) and into the Sunset Steak House for five days thereafter. . . . Earl Wrightson and Lois Hunt headline at Sutmiller's in Dayton, Ohio, for week of March 18.

WEST

Rosemary Clooney runs across the hall from her current engagement at San Francisco's Fairmont Hotel to entertain IBM conventioneers (19). . . . The New Christy Minstrels mix it up at the Santa Monica Auditorium on Friday, March 22. . . . After closing at the Jazz Workshop in San Francisco last week, the Paul Horner Sextet opened at Denver's Band Box for two weeks (15).

Vegas Place to Go if Artist Wants His Name in the Papers

LAS VEGAS—The kind of publicity glitter everybody associates with the Vegas Strip surrounded the opening here of the United Artists picture, "Love Is a Ball," with more than a 50 newspapermen, television commentators and magazine feature writers flying thousands of words of copy.

The weekend hoopla underlined this town's foremost position as exposure hub for live talent. Record artists who play any of the Las Vegas hotels get maximum of publicity mileage from their appearances.

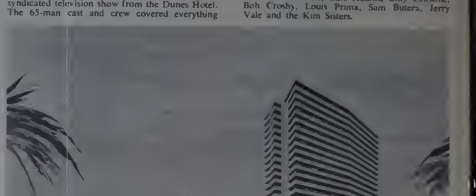
In the case of "Love Is a Ball," United Artists, the ABC-TV network, the Steve Allen show and the Dunes Hotel jointly arranged the doings.

Allen kicked off the weekend by taping his syndicated television show from the Dunes Hotel. The 65-man cast and crew covered everything from the giant 36-foot Sultan astride the Dunes to the Persian Room, casino, swimming pool and Sultan's Table restaurant.

The movie had its world premiere at the Huntridge Theater, a red-carpet affair with bands, klieg lights, remote radiocasts and many Hollywood personalities. After that there was a champagne and caviar party at the Sultan's Table.

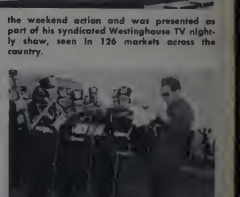
ABC-TV cameras covered the party, and the sequence will be featured on the network's Sunday Night at the Movies" March 24.

Glenn Ford, Hope Lange, Ricardo Montalban and Telly Savalas, stars of the picture, were guests of honor, and other stars on hand were Jimmy Durante, Helen Traubel, Robert Goulet, Myron Cohen, Pat Boone, Edie Adams, Billy Eckstine, Bob Crosby, Louis Prima, Sam Butera, Jerry Vale and the Kim Sisters.

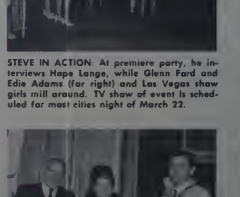


THE LAYOUT at the Dunes in Las Vegas, scene of recent movie opening festivities connected with United Artists' "Love Is a Ball." Steve Allen's television cameras recorded much of the weekend action and was presented as part of his syndicated Westinghouse TV nightly show, seen in 126 markets across the country.

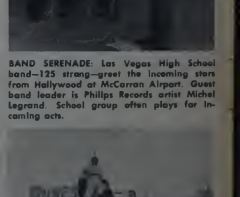
STEVE IN ACTION: At premiere party, he interviews Hope Lange, while Glenn Ford and Edie Adams (far right) and Las Vegas show girls mill around. TV show of event is scheduled for most cities night of March 22.



BAND SERENADE: Las Vegas High School band—125 strong—greet the incoming stars from Hollywood at McCarran Airport. Guest band leader is Phillips Records artist Michel Legrand. School group often plays for incoming acts.



WELCOME: Dunes Hotel president M. A. Riddle is on hand to handshake "Love Is a Ball" stars Hope Lange and Glenn Ford. Then premiere festivities got under way. They lasted for three days and got wide press and television coverage across the U. S.



EN ROUTE: Miss Lange and Ford arrive at Dunes, marked by 36-foot figure of Sultan astride hotel. Interviews with newspaper and magazine reporters on hand, besides television appearances, gave big promotion push to the movie bow-in.

CASH IN ON THE BIGGEST TRAFFIC BUILDER EVER!

ONLY $1 FOR ANY KINGSTON TRIO ALBUM†...

WITH ONE AT THE REGULAR PRICE

There's never been anything like this before! The world's #1 vocal group is riding high, and Capitol is going all out on this promotion. Full page ads in LIFE, PLAYBOY and SEVENTEEN! Ads in over 100 college newspapers! And a whole array of merchandising aids including PLAYBOY counter cards, LIFE ad reprints, color rack merchandisers, catalog supplements, four color window units, color counter browser cards, window streamers... no doubt about it: this is a complete and comprehensive merchandising program really geared to make money for you!

There are 16 Kingston Trio albums, including their brand new "#16", to choose from... and millions of Trio fans are going to be doing just that!

Be ready for them... see your CRDC representative for all the details!

†At your option, Mr. Dealer.

Capitol RECORDS

Oscar Davis Sets 3 C&W. Specs

CINCINNATI — Veteran c&w producer-promoter, Oscar Davis, who chalked a $116,000 gross with a country music package on nine one-nighters through the Southwest and California in January, is taking a unit comprising 17 c&w. names into 12,500-seat Cobo Hall, Detroit, for three performances May 5.

Davis also has a 15-act package set for two performances at the Fairgrounds Coliseum, Indianapolis, April 21, and a 14-act unit for Ellis Auditorium, Memphis, March 31. All units will carry the banner of the Ray Price Enterprises.

Talent for the three continents will be made up of the following performers: Ray Price, George Jones, Webb Pierce, Faron Young, Johnny Wright, Kitty Wells, Stonewall Jackson, Bill Phillips, Roger Miller, Carl Smith, Jimmy Dickens, Billy Walker, Billy Grammer, Claude King, Skeeter Davis, Ralph Emery, George Riddle, Red Sovine, Carl Butler, Minnie Pearl, Hank Snow, Flatt and Scruggs, and Grandpa Jones.

Seriously...

"Let's Talk Things Over" about "SAMSON & DELILAH"
Do-Re-Mi 1432
BOB TAYLOR
Personal Management
Ray Lister
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Tulsa 14, Okla —HA 7-6093

'THANK GOD FOR THE U.S.A.'
b/w
'My God's Everywhere'
INT-681
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Da-Ra-Me RECORDS
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CYPRESS 7-4467

Tree Moving to Larger Quarters

NASHVILLE—Tree Publishing Company, Inc., headed by Jack Stapp and Buddy Killen, will occupy new and larger quarters at 905 16th Avenue, South, beginning May 1.

Liberty Records artist, Timi Yuro, flew here last week on an invitation from Killen to look over material at Tree's and other local publishing houses. Timi was accompanied here by Liberty a.&r. man, Ed Silvers.

Added to Tree's songwriting staff here last week was James Kirmer, out of Arlington, Va. Justin Tubb, exclusive Tree writer, had a release last week on Groove Records. RCA Victor's newly reactivated subsidiary. Sides are "Take a Letter, Miss Gray" and "Here I Sit Awaiting."

Haddock Kicks Off New Eagle Label

KERMIT, Tex. — Vaughn Brinson, Texas record promoter, has announced the formation of Eagle Records, with headquarters here, and the signing of Durwood Haddock as the artist on the first initial release. Haddock is the writer of "I Don't Wanta" recorded by the late Patsy Cline, and co-writer of "There She Goes," the standard waxed by Miss Cline, Carl Smith and Jerry Wallace, among others.

Already set to handle distribution for the label are Arlington H.W. (Pappy) Daily, Houston; Big State Distributors, Dallas; M. B. Krupp Record Distributors, El Paso, Tex., and Phoenix, Ariz.; Music Box One-Stop, Dallas, and Daily Records, San Antonio.

COUNTRY MUSIC CORNER

By BILL SACHS

Ira Louvin is mending from his recent misfortune. Friends may write to him in care of Station WSM, Nashville, . . . **Jimmie Driftwood**, who has been keeping busy on college dates in recent weeks, has been engaged as a feature of the Arkansas Folk Festival to be held in Monticello, Ark., April 19-21. . . . Having passed his test for a pilot's license, **Jim Reeves** is reported shopping for an air charlot to carry him and his Blue Boys on future engagements. . . . **Bud Crowder** and his Toppa recording band are appearing six nights a week at the Mardi Gras, Las Vegas, from where they do a remote broadcast each Sunday afternoon. Meanwhile Bud continues as country deejay five hours daily over KTOO Radio, Henderson, Nev.

BREAKING OUT IN PHILLY, CALIF. AND THE SOUTH
JOHNNY FOSTER'S GROWN-UPS CRY TOO
b/w
THERE'S NO END
A GREAT COUNTRY HIT
D.J., Write:
CAPA RECORDS
803-B Gov't St., Mobile, Ala.

"SHERRY'S LIPS"
b/w
"MISS BROWN"
#3583 Phillips International
David Houston
Sun Records
639 Madison Memphis, Tenn.

On Route To Being A Hit!
BOB LUMANS
HICKORY 1201
"INTERSTATE FORTY"

The 2,000 inmates of the Nebraska State Penitentiary, Lincoln, will be treated to a country music show March 22, with arrangements being handled by Harry (Hap) Peebles, Wichita, Kan., promoter. Participating in the show will be **Tex Ritter**, Lonzo and Oscar, **Hank Snow** and His Rainbow Ranch Boys, Melba Montgomery, Kathy Perry and Johnnie Lee Wills and band. The acts will be on the wind-up of a Midwestern tour for Peebles, which finds them routed for Sioux City, Ia., March 19; Sioux Falls, S. D., 29; Omaha, 21; Lincoln, 22, and Lawrence, Kan., 23. . . . With Marty Robbins and Jerry Byrd featured, the Lima, Ohio, Jaycees enjoyed two sellout performances with their fifth annual "Grand Ole Opry" show presented there recently. Tom Franklin, who hand-died arrangements, says it was the Jaycees' biggest show yet, and they hope to make it even bigger and better next year.

Hal G. Neely, general manager of King Records, last week launched a special promotion on the Hawkshaw Hawkins release, "Lonesome 7-7203." To aid in the promotion, Neely has dispatched to all King salesmen, branches and distributors, a novel promotion piece to catch the eye of the key deejays, station personnel, music shop clerks and one-stop operators. The promotion piece reads "Dial Hitsville — LOnesome 7-7203. Hawkshaw Hawkins, King 5712." To get added attention, a dime is scotch-taped over the letter I in the word Dial. Credit for the idea goes to Bob Fait, of the King San Francisco branch.

A likeness of the well-known Canadian-American c&w. singer, **Wilf Carter** (Montana Slim) is being readied for placement in the new Calgary, Alta., Wax Museum. For the recent winter carnival in Fort William, Ont., CJIC deejay, **Ray Cullen**, built a feature around Wilf's first record, "The Capture of Albert Johnson." **Murrie Hahn**, veteran music director at WSM, Nashville, is new a.&r. man for Capitol Records in Music City.

Biff Collie, KFOX jock, Long Beach, Calif., and promotioneer **Don Sessions** have just completed a swing of Arizona radio stations to pitch Collie's new taped c&w. show deal and its promotion tie-in with new Capitol release "Your Mother's Prayer." During their Tucson, Ariz., stop-off Biff displayed his singing and guitar-playing talents in a show at Tucson Gardens.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY
FOR WEEK ENDING 3/23/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	**DON'T LET ME CROSS OVER** . . . 16 Carl Butler, Columbia 42593	
2	2	**FROM A JACK TO A KING** . . . 13 Ned Miller, Fabor 114	
3	3	**SECOND HAND ROSE** . . . 14 Ray Price, Decca 31443	
4	5	**END OF THE WORLD** . . . 14 Skeeter Davis, RCA Victor 8098	
5	4	**BALLAD OF JEB CLAMPETT** . . . 16 Lester Flatt & Earl Scruggs, Columbia 42606	
6	6	**IS THIS ME?** . . . 7 Jim Reeves, RCA Victor 8127	
7	7	**I TAKE THE CHANCE** . . . 13 Ernest Ashworth, Hickory 1189	
8	9	**THE YELLOW BANDANA** . . . 4 Faron Young, Mercury 72085	
9	14	**STILL** . . . 3 Bill Anderson, Decca 31458	
10	10	**T FOR TEXAS** . . . 15 Grandpa Jones, Monument 801	
11	12	**NOT WHAT I HAD IN MIND** . . . 7 George Jones, United Artists 528	
12	13	**YOU TOOK HER OFF MY HANDS** . . . 4 Ray Price, Columbia 42658	
13	8	**MR. HEARTACHE, MOVE ON** . . . 9 Coleman O'Neal, Chancellor 108	
14	15	**CAN'T HANG UP THE PHONE** . . . 9 Stonewall Jackson, Columbia 42678	
15	17	**WALK ME TO THE DOOR** . . . 3 Ray Price, Columbia 42658	
16	16	**HELLO TROUBLE** . . . 18 Claude Gray, Vee Jay 470	
17	19	**LEAVIN' ON YOUR MIND** . . . 6 Patsy Cline, Decca 31455	
18	18	**KNOCK AGAIN, TRUE LOVE** . . . 5 Claude Gray, Mercury 72084	
19	20	**PLEASE TALK TO MY HEART** . . . 3 Country Johnny Mathis, United Artists 536	
20	22	**YOU'RE FOR ME** . . . 13 Jack Greene, Decca 31472	
21	—	**ROBERT E. LEE** . . . 6 Ott Stephens, Chancellor 107	
22	21	**IN THIS VERY SAME ROOM** . . . 5 George Hamilton IV, ABC 10118	
23	24	**A STRANGER WAS HERE** . . . 8 Darrell McCall, Philips 40079	
24	—	**LONESOME 7-7203** . . . 2 Hawkshaw Hawkins, King 5712	
25	25	**FADED LOVE** . . . 10 Leon McAuliff, Cimarron 4057	
26	27	**ALL GROWN UP** . . . 5 Johnny Horton, Columbia 42653	
27	28	**STILL LOVING YOU** . . . 2 Clyde Beavers, Tempwood 1039	
28	29	**LONELY TEARDROPS** . . . 2 Jack Scott, Capitol 4903	
29	—	**SAWMILL** . . . 3 Webb Pierce, Decca 31451	
30	—	**CIGARETTES AND COFFEE BLUES** . . . 1 Marty Robbins, Columbia 42701	

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Jimmy Logsdon, host of "Jamboree," c&w. music seg on WCKY, Cincinnati, last week signed a three-year recording pact with King Records. Jimmy's initial release will be an album of old-time favorites plus several originals. Formerly with WLEE, Indianapolis, and WHAS-TV, Louisville, Logsdon has conducted WCKY's "Jamboree" since last June. He is heard every week-day, 7 to 11 p.m. Jimmy invites country artists traveling the area to drop in for a guest shot. Guests the past week included **Early Taylor**, who is heard on Capitol; **Esco Hankins**, Brier Records artist, and Lattie Moore, who was in town to record for King Records.

Ned Lukens, formerly with WAOK, Atlanta, as Jack the **Bellboy**, has moved to WHN Atlanta's good music station as **Ray Cash**. Spinning c&w disks, 10 a.m. to 2 p.m. Monday through Saturday on CHFI, Brampton, Ont., **Jim Scott** has joined the staff of WEAS, 5,000-watter in Savannah, Ga., where he's serving as news director for the all-country station. In addition, Jim conducts the "Coastal Empire Jamboree" platter show each afternoon. Shreveport, La., now boasts two all-country music stations— KCIC and KREB. **Sammy David** is KCIC program director and **Bill Horton**, deejay. Deejays at KREB are **Doug Davidson** and **Bill Atkins**. Gospel music program in KREB is conducted by **Rev. Billy Franks**, brother of **Tillman Franks**, platter-master.

THE BIGGEST IN PHILADELPHIA
NOW BREAKING OUT IN DETROIT,
BALTIMORE, NEW YORK and MIAMI

MEMORY LANE

P 863

The Hippies

(formerly the Tams)

THE BIG ONES ARE ON CAMEO/PARKWAY

West Coast NARA Names Unit Heads

By GODFREY LEHMAN

SAN FRANCISCO — The West Coast organizational meeting of the National Association of Radio Announcers was held in San Francisco recently. Deejays representing several Western States, principally from the Los Angeles and San Francisco areas, attended the meeting and named presidents of the two chapters.

Rudy Harvey of KGFJ, Los Angeles, heads the Southern California chapter, and Al Moreland of both KSAN, San Francisco, and KDIA, Oakland, heads the Northern California chapter. Vice-president for Los Angeles is Art Jackson, formerly of KTYM, but no vice-president was named for Northern California.

Floyd Ray, also of KTYM, was elected as liaison officer between the national association and the West Coast chapters, and Larry MacCormick of KGFJ is executive secretary. Bugs Scruggs, of KSAN, hosted the group as West Coast regional director, previously appointed by the national association.

The second meeting is scheduled for Sunday, April 7, at the Knickerbocker Hotel in Hollywood. A resolution adopted at the San Francisco meeting calls for each regional group to nominate three stations in its area as candidates for one or more of three awards to be presented at the national convention, also to be held at the Knickerbocker Hotel, August 22-25. The categories include best program and production, best handling of news and special events, and public service above and beyond FCC requirements among r&b stations.

Discussions centered around programming policies and r&b stations, and the concern of trade publications and industry critics about such programming. Questions were considered regarding improving the quality of programming, and the public attitudes toward Negro program stations.

The group is considering a committee to assist member-stations in improving their programming and to create a generally better r&b station image.

A member at large of the executive committee will be elected at the Los Angeles meeting on April 7.

R & B ROUNDUP

By NICK BIRO
(Chicago Office)

The **Cookies** ("Don't Say Nothin' Bad About My Baby") moved into New York's Apollo Theater March 15. Their disk is currently breaking around the country. . . . Dimension Records' **Little Eva** is from New York, following a 30-day promotion tour. She begins rehearsing next week for a new single to come out by the end of March. . . . Dimension also has a **Big Dee Irving** disk on the way. . . . **Danny Davis**, new sales and promotion manager for Dimension, is off on a national promotion tour. **Barney Williams** is just back from a tour of the South and West. . . . Dimension turned Wisconsin distribution over to **Jack Sollinger** in Chicago. **Bob O'Brien** in Milwaukee formerly had the line. . . . **Lou Christie** is putting out "Two Faces Have I" as a follow-up to "The Gypsy Cried," which is still selling. . . . Roulette's **Bud Katzell** tells us he's just cut a new Sam and **Dave** single, "It Was So Nice While It Lasted." . . . Roulette just made two distributor changes: From M-S to Allstate in Chicago and from Pelican to Delta in New Orleans.

WHAT'S "BIG" AND "LITTLE" AND GROOVY ALL OVER!

LENOX RECORDS RELEASE NO. 5565, THAT'S WHAT!

BREAKING ALL OVER

"YOU KNOW IT AIN'T RIGHT"

BY

JOE HINTON

BACKBEAT #537

BACKBEAT RECORDS

2809 AUSTUS STREET

HOUSTON 26, TEXAS

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 3 23 63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	4	**OUR DAY WILL COME** Ruby & the Romantics Kapp 601	4
2	9	**SEND ME SOME LOVIN'** Sam Cooke, RCA Victor 8179	7
3	3	**WALK LIKE A MAN** 4 Seasons, Vee Jay 485	7
4	2	**HEY PAULA** Paul & Paula, Philips 40084	8
5	6	**RUBY BABY** Dion, Columbia 42662	7
6	11	**CALL ON ME** Chuckey Bland, Duke 360	8
7	1	**THAT'S THE WAY LOVE IS** Bobby Bland, Duke 360	10
8	17	**HE'S SO FINE** Chiffons, Laurie 3152	4
9	10	**MAMA DIDN'T LIE** Jan Bradley, Chess 1845	8
10	7	**RHYTHM OF THE RAIN** Cascades, Valiant 6076	5
11	5	**YOU'VE REALLY GOT A HOLD ON ME** Miracles, Tamla 54073	13
12	12	**YOU'RE THE REASON I'M LIVING** Bobby Darin, Capitol 4897	7
13	20	**TELL HIM I'M NOT HOME** Chuck Jackson, Wand 132	5
14	—	**BABY WORKOUT** Jackie Wilson, Brunswick 55239	1
15	8	**WALK RIGHT IN** Rooftop Singers, Vanguard 35017	9
16	13	**HITCH HIKE** Marvin Gaye, Tamla 54073	7
17	24	**END OF THE WORLD** Skeeter Davis, RCA Victor 8098	2
18	23	**DON'T SET ME FREE** Ray Charles, ABC-Paramount 10405	3
19	14	**SOUTH STREET** Orlons, Cameo 243	4
20	—	**THESE ARMS OF MINE** Otis Redding, Volt 103	1
21	16	**LAUGHING BOY** Mary Wells, Motown 1039	4
22	19	**LET'S TURKEY TROT** Little Eva, Dimension 1006	5
23	—	**HOW CAN I FORGET** Ben E. King, Atco 6256	1
24	—	**LET'S LIMBO SOME MORE** Chubby Checker, Parkway 862	1
25	18	**RAINBOW** Gene Chandler, Vee Jay 468	7
26	21	**WHAT WILL MY MARY SAY** Johnny Mathis, Columbia 42666	3
27	—	**ONE BROKEN HEART FOR SALE** Elvis Presley, RCA Victor 8134	1
28	29	**WILD WEEKEND** Rebels, Swan 4125	2
29	28	**HOW CAN I FORGET** Jimmy Holiday, Everest 2022	2
30	—	**IN DREAMS** Roy Orbison, Monument 806	1

A Two-Sided Hit!

ANTHONY NEWLEY

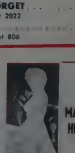
"THERE'S NO SUCH THING AS LOVE"

b/w

"SHE'S JUST ANOTHER GIRL"

LONDON 20201

LONDON RECORDS



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PROMISE OF LOVE* CP 681

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Victor Opera Plan in Works: 5-Foot Shelf of Masterpieces

NEW YORK—A plan for the marketing of classical records is in the germinating stage at RCA Victor which would encourage bulk purchases of basic libraries of disks, beginning with opera.

The plan is not likely to go into effect for a few months, but it is the outgrowth of the convention held by George Marek, vice-president and general manager of the company, that the record industry is not filling the latest demand of the public for good music, and certainly not for operatic recordings. The taste and appetite of the public are considerably better than our industry's merchandising methods."

The basis of the plan will be the marketing of 60 LP's which equivalent of the famed "five-foot shelf of books" which presents a collection of what is deemed the finest in literature.

A package of the greatest operas—the exact number may vary between 8 and 12—will be put together and offered as a single sales unit, so that with a single purchase a customer will be able to take home the top operatic works in the catalog—all, Marek hopes, on his label.

Recognizing some of the basic problems that exist in making this blueprint workable, Marek is working on an installment purchase approach. He is aware that packages of this size could make restrictive demands on dealer inventory and shelf space, but he feels these problems can be ironed out, with one possibility that some dealers would have only one set available for display and demo purposes, with orders filled from distributors. He also indicated that dealers who wished to keep the sets in stock might be granted some financial leeway in payments, "but then they'd really have to sell we couldn't afford to give anything like this for nothing."

As to the perennial problem with such package ideas—that customers may already own one or more of the disks and thus turn down the package—Marek indicates his desire to be flexible. "I'm trying to work out some practical substitution plan," he said, "which might even permit replacement of individual LP's from this package with something from another label."

The opera series, if successful, could well be the forerunner of other classical library packages, such as the great symphonies, the top chamber works, the leading piano concertos, etc. All would be put together with the same basic premise: appealing packaging and simplified shopping, in which the element of confusion and choice is eliminated.

Szell in 50th Year: Formidable

NEW YORK — Seventeen years at the helm as conductor of theCleveland Orchestra has earned George Szell a reputation as a "master builder of orchestras." To judge by the reaction to his recent concert tour, Szell has clearly earned a place for the Cleveland Orchestra among that handful of really exquisite virtuoso ensembles in this country, if not in the world.

Born in Budapest and reared in Vienna, Maestro Szell in this year celebrating his 50th anniversary as a conductor. The anniversary theme is being highlighted by an extended concert tour with the Cleveland, as well as many guest-conductor appearances. He is currently engaged for a series of 12 concerts with the New York Philharmonic National coverage by at least two of the largest circulating weekly news magazines have made him the center of musical attention.

Pump Push

Responsible for the hulk of the promotion around the Cleveland Orchestra and Conductor is Epic Records, who have commemorated Szell's Golden Jubilee Year with special advertising, promotion and merchandising aids. Starting in April, every Szell recording released by Epic will display a special 50th anniversary emblem. For use by the Cleveland Orchestra in its recent tour, Epic prepared some 100,000 handsome brochures, complete with a discography of Szell's work for the label.

Szell's April releases on Epic will be the Mendelssohn Symphony No. 4 ("Italian") and the Hebrides Overture and Weber's Oberon Overture plus an album of waltzes by Johann and Josef Strauss.

Following is a list of 10 albums supplied by Epic Records which represent the best-selling disks to date for Szell and the Cleveland Orchestra. Not included on the list are albums which feature Cleveland pianist Leon Fleisher.

Beethoven: Symphony No. 3 ("Eroica")— LC 3385 (M); BC 1001 (s)

Beethoven: Symphony No. 5; Schubert: Symphony No. 8 (Unfinished)—LC 3195 (M)

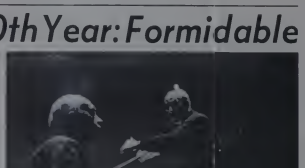
Beethoven: Symphony No. 6 ("Pastoral")—LC 3849; BC 1249 (S)

Dvorak: Symphony No. 4—LC 3532 (M); BC 1015 (S)

Haydn: Symphonies Nos. 88 and 104—LC 3196 (M)

Mozart: Clarinet Concerto; R. Strauss: Horn Concerto No. 1—LC 3841 (M); BC 1241 (S)

Schubert: Symphony No. 7 (9) ("The Great")—LC 3431 (M); BC 1009 (S)



AT WORK: George Szell shown with Robert Casadesus during recent recording session for Columbia Mozart album of Piano Concerto No. 2 D Major "Coronation" and Piano Concerto No. 27 in B-Flat Major.

R. Strauss: Don Quixote—Pierre Fournier, Cello—LC 3786 (M); BC 1135 (S)

R. Strauss: Till Eulenspiegel's Merry Pranks; Don Juan; Death and Transfiguration—LC 3439 (M); BC 1011 (S)

Tchaikovsky: Capriccio Italien; Rimsky-Korsakov: Capriccio Espagnol; Borodin: Polovetsian Dances; Moussorgsky: Dawn on the Moskva River—LC 3403 (M); BC 1002 (S)

Philadelphia Orchestra Members Want Longer Season, Higher Pay

PHILADELPHIA — Philadelphia Orchestra members are seeking to extend the orchestra season from 40 to 42 weeks. The change was one of list of contract requests approved by the members and submitted to their Union, Local 77, AFMO. The musicians hope to begin negotiations with the Orchestra Association on next season's contract within the next few weeks.

Other demands include a $10-a-week increase of pay, now at $190. The members also are asking a 15 per cent reduction in the orchestra's "services" despite the requested extension of the season. A spokesman said the reduction would apply to rehearsals and recordings, and not to public concerts. The members also seek to have the Association for recordings, which now go to the Orchestra Association, the conductor and soloists.

CRACKING RADIO FOR NEW CLASSICAL LP'S OFTEN TOUGH JOB

By BARRY KITTLESON

NEW YORK—The problem of radio exposure of classical releases poses problems that are similar to, yet different from, those involving pop records. The objective is the same—to get as much airing as possible across the country, so the record-buyers can get a sampling to whet their appetites But radio programming techniques are completely dissimilar, for the most part.

In fact, it is the very diversity of classical programming that creates some of the difficulty There is no real longhair equivalent of the "Top 40," so no simple yardsticks obtain And, of course, the length of time required for the average classical selection adds yet another complication. Thus, each station's policy must be examined individually.

Two very successful classical program directors in New York are Martin Bookspan of WQXR, and Lyman Clardy, who is responsible for some 38 hours of music per week as producer of the CBS "Music Till Dawn" show, sponsored by American Airlines in nine major markets in the U. S. Both men share in the sentiment that their "primary concern is music—not records"—if the two can really be separated — but they express this sentiment in quite opposite fashion.

Blazed Path

WQXR was one of the pioneers in serious music programming. Due to publication date of a monthly program guide, programming is done some six weeks in advance of airing Certain of the broadcasts have preplanned gaps where new releases may be inserted With the exception of specialty shows, which may feature contemporary music or some such, programming is most often keyed to "popular" classics of the romantic and classical periods with an emphasis on "melody."

Industry-sponsored shows include a one-hour-a-week "RCA Victor Showcase," and half-hour weekly spots like "Lincoln Highlights" and "Sol Hurok Presents." For the most part, these releases are given little special attention under this format for immediate play, except, of course, on the sponsored spots mentioned.

The philosophy of Lyman Clardy is another story. "Music Till Dawn," which celebrates its 10th year on April 14, employs new classical releases with regularity.

Clardy's predilection for new

(Continued on page 22)

Epic in Big Push For Cleveland Ork

NEW YORK—Epic Records, currently orchestrating a hefty promotion drive on the Cleveland Orchestra, on the occasion of conductor George Szell's 50th Anniversary on the podium, has released a special Cleveland Orchestra sampler with a suggested list of $1.98, stereo or monaural. Title of the set is "Showpieces" after the Virtuoso Orchestra," with material by Tchaikovsky, Wagner, Mendelssohn, Stravinsky, Richard Strauss and Johann Strauss II included.

The "Showpiece" set is a key item in the label's current new releases and 37 selected items from the catalog The program, according to national sales chief Len Levy, extends through March 29.

Artists Guild Honor To Rudolph Bing

NEW YORK — In his 13th year as general manager of the Metropolitan Opera, Rudolf Bing was honored by the Concert Artists Guild at a dinner concert at the Hotel Plaza March 11 as he received the Guild's 1962-1963 Award for his encouragement of young artists.

Bing has been instrumental in recognizing the talent and shaping the careers of such artists as Roberta Peters, George London, Lucine Amara, Cesare Siepi and others. The city of New York also presented its highest music award, the Handel Memorial Medal, to Bing on this occasion.

Gold Disks Come Dorati's Way

NEW YORK — For many years affiliated with the Minneapolis Symphony Orchestra, conductor-at-large Antal Dorati recently won the orchestra's gold disk award for his Mercury recording of Tchaikovsky's 1812 Festival Overture, which has passed the million-dollar mark in record sales.

Mercury Records also honored Maestro Dorati with a gold disk to commemorate the sale of more than one and a half million copies of his classical records during the past decade. That list includes more than 100 different titles.

Since resigning his post with the Minneapolis group, Dorati has become the principal conductor of the BBC Symphony and frequent guest conductor of a variety of other aggregations such as the London Symphony Orchestra Covent Garden Aix-en-Provence Festival Orchestra and many others. He will take the London Symphony Orchestra to Japan for the Osaka Festival next month.

A composer, too, Dorati's cantata "The Way of the Cross" enjoyed a highly successful Paris premiere recently April will mark a recording first when

(Continued on page 22)

TOP CLASS: Irving Green, Mercury Records, congratulates Antal Dorati for his gold medal award presented for the conductor's recording of Tchaikovsky's 1812 Festival Overture," which passed million-dollar mark in sales

THE CHALLENGE:

WHAT THE CRITICS SAY:

UNITED PRESS INTERNATIONAL

"... free of distortion and special equipment is not needed to play it."
"This new process possibly is the greatest breakthrough in recorded sound since the introduction of the long play record."

Raymond Ericson, **NEW YORK TIMES** (broadcast on WQXR)

"Recorded in Victor's new Dynagroove process, the engineering results in sound of perfect clarity and balance. This is the best available disc version of the opera (Madama Butterfly), and it is an inspired recording."

Douglas Watt, **NEW YORK NEWS** (broadcast on WQXR)

"... a fair comparison between ... new Dynagroove releases and some recent releases of a similar nature on other labels indicated a dramatic advance in fidelity."

Conrad Osborne, **HIGH FIDELITY**

"... no trace of unnaturalness of any kind. Distortion of all sorts is conspicuous by its absence; every instrument comes through true-to-timbre; there is no edge to the sound in any part of the range, and the surface of my pressings were almost supernaturally silent."

George Jellinek, **HI-FI STEREO REVIEW**

"Technically, this production (Madama Butterfly) is near perfection. The sound is warmly alive without being overly resonant, balances are exemplary."

Herbert Kupferberg, **NEW YORK HERALD TRIBUNE** (broadcast on WQXR)

"... Instruments and voices are clear, bright and true to life and—perhaps most impressive of all—there is no distortion when the stylus reaches the inside grooves closest to the label."

John Wilson, **NEW YORK TIMES** (broadcast on WQXR)

"As a rule, turning down the volume tends to muffle reproduction. But in this case (the Hugo and Luigi Chorus), fullness and clarity remain even at very low volume—which is the way to listen to this album."

THE PROOF IS IN THE LISTENING... HEAR IT! COMPARE IT!

DYNAGROOVE

THE NEW SOUND BY RCA VICTOR

SINGLES REVIEWS

SINGLES SPOTLIGHT

WINNERS OF THE WEEK

Pop single spotlights are those singles with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing in the Top 50 of Billboard's Hot 100 Chart's or the light winners in the country music and rhythm and blues categories are selected to achieve a listing on the Country Music Chart's or Rhythm and Blues Chart's respectively. Each week the best winners in each of these categories will be featured in their potential to become pop, country or rhythm and blues respectively.

SINGLES REVIEW POLICY

Every single sent to Billboard for review is heard by Billboard's Review Panel, the panel's initial comments rated whether its category of merit or not. Only those records that are published, including all receiving a four-star review or better, are heard by the panel. Every attention on singles with the greatest sales potential is represented for Spotlight Picks or Special Merit Picks. All four-star singles are listed within their respective categories. Flip sides are rated separately.

POP SPOTLIGHT

BOBBY VEE

CHARMS

Alden, BMI: 2:20—Liberty 55520

Bobby Vee should keep right on top of the charts with this cute piece of material which he sells in his own lively fashion, aided by solid support from chorus and orch. Flip is "Bobby Tomorrow" (Boosevelt, BMI: :40).

POP SPOTLIGHT

THE MIRACLES

A LOVE SHE CAN COUNT ON

(Jobete, BMI: 2:39)

I CAN TAKE A HINT

(Jobete, BMI: 2:25)—Tamla 54078

The Miracles, last coming off their hit "You Really Got a Hold on Me," follow up with two solid sides, either or both of which can be winners. Topper is a listen-other rocker the fans cannot get their hits, sparked by a fine lead jak Side it is a bright novelty handled with spirit by the group

POP SPOTLIGHT

EDDIE HODGES

WOULD YOU COME BACK

(Metric, BMI: 1:55)—Columbia 42687

This is a singularly fine side for young Hodges. It's in a meaty vein with a most impelling drum figure and one of charm. The kids could go for this one flip is "I'm Soon to Know" (Mc Shea, BMI: 2:07)

POP SPOTLIGHT

THE VENTURES

SKIP TO M' LIMBO

(Duke, BMI: 2:25)—Dolton 66

Here's another top-flight side in the Surfer groove. This one is an instrumental which should rack up more sustained selling power for group Flip is "El Cumbanchero" (Peer Int'l, BMI: (1:46)

POP SPOTLIGHT

LITTLE ESTHER PHILLIPS-BIG AL DOWNING

IF YOU WANT IT I'VE GOT IT

(Golden West Melodies, BMI: (2:47)—

In a rockers that brings back memories of Brook and Dixon, Little Esther and Big Al team up on this swinger that they dig each other on this happy, swinging side R&b and pop action is almost assured Flip is "You Never Miss Your Water (Til the Well Runs Dry" (Hill & Range, BMI: (2:16

POP SPOTLIGHT

THE ROUTERS

STING RAY

(Wrist-House of Joseph, BMI: (1:57)—Warner Bros 5269

Here's the second disking of this novelty rocker that has the excitement and the instrumental sound to get Top 40 plays and action. The Routers should score with a strong one after their "Let's Go" hit Flip side is "Deep Happy" (Wrist-Matthias, BMI: (2:12)

POP SPOTLIGHT

THE PREMEERS

DIARY OF OUR LOVE

(Slider, BMI: (2:28)—Herald 577

A number of stations have already taken to programming this one. It's a most powerful teen side in the tight unison singing group style The mournful tells a story to which most teens can relate. The flip is "Get Oh Bee" (Jef, BMI: (2:42)

POP SPOTLIGHT

HERBIE HANCOCK

WATERMELON MAN

(Arco, BMI: (2:43)—Blue Note 1862

There's another version of this tune getting some action on another label, but this five, jazz-oriented stylings, somewhat in the Cannonball Adderley tradition, can also get its share of spins. Strong beat and sound makes a solid effort with pop and jazz appeal Flip is "Three Bags Full" (Finn, BMI: (3:20)

POP SPOTLIGHT

THE FLEETWOODS

SURE IS LONESOME DOWNTOWN

(Cedarwood, BMI: (2:27)

YOU SHOULD HAVE BEEN THERE

(Mellie, BMI: (1:55)—Dot 16474

Two fine sides by the Fleetwoods that should do mighty well with their teen fans. Top side is an attracting weeper with a message. Flip is a light, swingy ditty sold with style by the group

POP SPOTLIGHT

THE RONETTES

MEMORY

(Dreyer, ASCAP) (2:14)—May 138

This three-girl group has been known in the past for the fine twist act it puts on How the gals have a disk material, too, with a bright to-ten item with a lat-style lead and solid backing by the others. Good recitation spot, too Watch it Flip is "Good Girls" (Ired, BMI: (2:22)

POP SPOTLIGHT

THE PLAYMATES

"A" MY NAME IS ALICE

(Vanee, ASCAP) (2:08)—ABC-Paramount 10422

The group could easily have a winner with this clever novelty about Alice. Right, too, as the teen kick and it holds nicely lots of gimmicks can help make it go Flip is "Just a Little Bit" (Vanee, ASCAP) (2:22)

POP OLDIE SPOTLIGHT

PATSY CLINE

WALKING AFTER MIDNIGHT

(Four Star, BMI: (2:25)—Everest 2020

The late Patsy Cline had this hit originally on Decca some five years back Although the backing is by top present standards, the voice is still fine and the side can take an encore. Flip is another of the singer's tragic death last week Flip is "That Wonderful Someone" (Four Star, BMI: (2:23)

C&W SPOTLIGHT

COWBOY COPAS

GOODBYE KISSES

(Starday, BMI: (2:12)

THE GYPSY GIRL

(Starday, BMI: (2:42)—Starday 631

Cowboy Copas is gone now, but his memory will live on with his fans. Here are two sides they'll grab this one up fast Top side is a plaintive number while the flip is a sing-tune with a feat multi beat Both are fine and should score

SPIRITUAL SPOTLIGHT

MARION WILLIAMS AND THE STARS OF FAITH

GOD AND ME

(Conrad BMI: (2:36)

HALLELUJAH

(Conrad BMI: (2:15) Vee Jay 570

A dishing of solid-selling interest and quality. First up is a fascinating blend of styles incorporating an expression of faith in a rocking setting. Flip is the concluding anthem from Handel's Messiah done in solid upbeat chanting style A great coupling

FOUR STAR SINGLES

The four-star rating is awarded new singles with sufficient commercial potential to achieve a listing in Billboard's Hot 100 chart section by dealers' spot stops and each subject handling that category

POPULAR

JIMMY DEAN
★★★★ This Ole House (Numbers, BMI: (1:56) ——★★★★ Big Load Train (Couch and Four, BMI: (2:47; Columbia 42758

JIMMY JONES
★★★★ Mr. Fix-It (Premier, BMI: (3:18)——★★★★ No Limousine (Premier, BMI: (2:18), VEE JAY 585

RICHARD (PISTOL) WYLIE
★★★★ Brand New Man (Alden, BMI: (2:25)——★★★★ So Much Love to My Heart (Peamore, BMI: (2:18); EPIC 9575

MIKE CLIFFORD
★★★★ One Boy Too Late (Trio, BMI: (2:48)——★★★★ Danny's Dream (Quartet, ASCAP) (2:29), UNITED ARTISTS 568

JOE HARNELL AND HIS ORK
★★★★ The Walking Song (Cosmo Cl. Comma Cat.—Leeds, ASCAP, (2:26)——★★★★ Diane (Miller, ASCAP) (2:12); KAPP 521

JOANIE SUMMERS
★★★★ Henry Peace (Premier, BMI) ★★★★ A Little Bit of Everything (Trio, BMI: (2:12), WARNER BROS. 5350

ARTHUR ALEXANDER
★★★★ Dream Girl (Sure-3-Pe, BMI) (2:30)——★★★★ I Wonder Where You Are Tonight (Red River Songs, BMI) (2:35), DOT 16454

BILL CUNNINGHAM
★★★★ I Wish a Little Poetry (Morris, ASCAP, BMI: (2:15)——★★★★ You Fascinate Me So (Morris, ASCAP) (2:16); VA 119

THE CASUALS
★★★★ Money (That's All I Want) (Bobby, BMI) (2:24)——★★★★ Big Hammer (Idaho's Other Heavy) (Chevis, BMI: (2:03), MERCURY 71954

THE SPRINGFIELDS
★★★★ I Want a Little Sweet Man-Oh, ASCAP, BMI: (2:15)——★★★★ You Fascinate Me So (Morris, ASCAP) (2:16); VA 119

THE CASUALS
★★★★ Money (That's All I Want) (Bobby, BMI) (2:24)——★★★★ Big Hammer (Idaho's Other Heavy) (Chevis, BMI: (2:03), MERCURY 71954

THE SPRINGFIELDS
★★★★ Island of Dreams (BRC, BMI: (2:35)——★★★★ Foggy Mountain Top (Peer Int'l, BMI: (2:25), PHILLIPS 40099

BOBBY GREGG
★★★★ Walk On (Cherry Hill, BMI (2:30——★★★★ The Drummer Man (Bonnorth, BMI) (2:30), EPIC 9559

JUDY GARLAND
★★★★ I Could Go on Singing (United Artists, ASCAP) (3:07)——★★★★ Hello Blackbird (Remick, ASCAP) (2:26), CAPITOL 4930

TOMMY ROE
★★★★ Count on Me (Leeds, ASCAP) (2:01)——★★★★ The Look Stayer (Painted Desert, BMI: (2:51; ABC-PARAMOUNT 10423

BARS TINO
★★★★ If Only Jst Tonight Trio, BMI: (2:18)——★★★★ My Last Love (Quarter, ASCAP) (2:21), SPF 317

CHAD MITCHELL TRIO
★★★★ Green Cross (The 3 for (Terra, ASCAP) (2:30)——★★★★ Leave Me If You Want to (Terna, ASCAP) (2:15), KAPP 518

BILLY MURF AND THE T KAMTS
★★★★ String of Guitars (Heatherfield, BMI: (2:15)——★★★★ Diamonds (Robbins, ASCAP: (2:15); REV-DMHH 147

TOMMY EDWARDS
★★★★ Sometimes You Win Sometimes You Lose (Mills, ASCAP) (2:30)——★★★★ Way I (Edie, BMI: (2:18), MGM 13183

STAN WORTH
★★★★ Ronnie Hotshot (Lansdowne-Bourne, BMI: (2:15)——★★★★ The Voice She Offered Me (Jonah, BMI: (2:00), SPRING 20154

PAT CUPPLE AND THE CRESCENTS
★★★★ Darling Come Back (Club Royal, BMI: (2:17)——★★★★ We Fears (Club Royal, BMI: (2:3); VICTORY 1001

LEROY HOLMES AND ORK
★★★★ The Bullfighter (Southern, ASCAP: (2:05——★★★★ Bull Fever and I (Marks, ASCAP: (2:22) UNITED ARTISTS 567

BURT IVES
★★★★ Bale Come Home to Me (Frontier, BMI: (2:12——★★★★ Roses and Orchids (Bernner, BMI: (3:45) DECCA 31479

LES BAXTER'S BALLADEERS
★★★★ How the West Was Won (Metric, BMI: (2:30)——★★★★ Theme from "Lawrence of Arabia" (Screen Gems, BMI: (2:30; RCA Victor 8019

LES BAXTER AND HIS ORK
★★★★ Theme From "Lawrence of Arabia" (Screen Gems, BMI: (2:30; RCA Victor 8019——★★★★ Bull Fever and I (Marks, ASCAP: (2:22) UNITED ARTISTS 567

JOE HARNELL AND HIS ORK
★★★★ The Walking Song (Cosmo Cl. Comma Cat.—Leeds, ASCAP, (2:26)——★★★★ Diane (Miller, ASCAP) (2:12); KAPP 521

JOANIE SUMMERS
★★★★ Henry Peace (Premier, BMI) ★★★★ A Little Bit of Everything (Trio, BMI: (2:12), WARNER BROS. 5350

ARTHUR ALEXANDER
★★★★ Dream Girl (Sure-3-Pe, BMI) (2:30)——★★★★ I Wonder Where You Are Tonight (Red River Songs, BMI) (2:35), DOT 16454

BILL CUNNINGHAM
★★★★ I Wish a Little Poetry (Morris

THE CHALLENGE:

WHAT THE DEALERS SAY:

Frank Corsaro, **LECHMERE SALES,** Cambridge, Mass.
"Before any promotion broke . . . customers came in asking for RCA Victor Dynagroove Records. After they bought one, they came back for others." "I expect . . . Dynagroove records will revolutionize the record business. It's the standard for other companies to try to beat."

Lela Stenzel, **GIMBEL'S-SCHUSTER'S,** Milwaukee, Wis.
"Finest musical detail ever heard on record—highs and lows are never lost—complete definition of every instrument."

Sam Goody, **SAM GOODY,** New York, N. Y.
"I have listened to your new Dynagroove L.P.'s. The retail industry has been looking forward to such an advance. It spells additional dollars."

Maurine and Dick Moore, **P.M. RECORD CENTERS,** Davenport & Cedar Rapids, Iowa
"A dramatic improvement, resulting in true-to-life recorded sound."

Henry Lishon, **LISHON'S, INC.,** Chicago and Evanston, Ill.; Inglewood, Cal
"Dynagroove sound is so different that . . . the ordinary layman can now distinguish low register clarinets, cellos and basses and know what true sound is actually like."

George Jacques, **MUSIC BOX,** San Francisco, Calif.
"Fantastic clarity and presence—Dynagroove will prove a real shot in the arm to the record industry."

Merrill Rose, **ROSE RADIO & RECORDS,** Chicago, Ill.
"Response has been terrific—people are coming in and asking about Dynagroove records—customer reaction wonderful—sales very good."

Milt Harris, **MUSIC LAND,** Hollywood, Calif.
"99% of our customers agree, this is the very best sound on records."

THE PROOF IS IN THE LISTENING... HEAR IT! COMPARE IT!

DYNAGROOVE

THE NEW SOUND BY RCA VICTOR

Pub Says Hits Are Fruit Of Lots of Spade Work

NEW YORK—The seeds that publisher Howie Richmond planted over the last few years have started to bear fruit. And nice fruit it is, such as the success to two smash Broadway hits 'Stop the World, I Want to Get Off" and "Oliver!" the hottest of the bossa nova tunes, "Desafinado," and the revival of the Bart Howard oldie "Fly Me to the Moon," which made the new title "Fly Me to the Moon" has turned into one of the year's big hits.

In addition to all of this, the current folk or protest wave has given Richmond and Al Brackman's publishing firms a big push, for Richmond's Folkways Music has always had a deep supply of folk, "Wimoweh," "If I Had a Hammer," "Cottonfields" and "Tom Dooley," for example, are all Richmond copyrights. Recently hit-suits over "Tom Dooley" and "Cottonfields" were settled to Richmond's satisfaction, which meant that both tunes were accepted as theirs.

Richmond noted that the success of his various firms (Ludlow, Hollis, Folkways, Ellis) did not come overnight.

Long Haul

"I went down to Brazil three years ago and brought back bossa nova material," said Richmond, "and we've been acquiring folk songs for the past 10 years, so that 'Stop the World' Tony Newley and Leslie Bricusse worked out the original idea for the show in the office here almost two years ago."

Richmond also pointed out that he had to lay out $10,000 to get the rights to the score of Lionel Bart's "Oliver!" "There was concern on the part of some publishers as to whether the show would go in the U.S. due to the character of Fagin and the way it was played in England. We were too, but luckily the role was tempered for the U.S and the show is a hit."

Richmond noted that his firm was working to get records on the tunes from "Oliver" three months before the show opened in New York. "It's true, the show opened in San Francisco 13 weeks before it opened in New York so we had a lot of time to work. But we did the same thing with 'Stop the World,'" working to get disk records 11 weeks before the show reached New York. We wanted to have records on the charts when the show hit town. We did it with 'What Kind of Fool Am I' From 'Stop the World'."

Not Stopping

Neither Richmond nor his executive vice-president Brackman are resting on their laurels, whether they be pop, Broadway musicals, folk or bossa nova classic. They have a new South American song called "Jazz Samba" they will soon be releasing on.

As for shows, Cyril Ornadel and Leslie Bricusse are working on a new show called "Pickwick" based on Dicken's "Pickwick Papers" which Richmond will co-publish with Chappell. There is a possibility that Lionel Bart will complete his version of "Quasimodo" for presentation next fall. Richmond is Bart's publisher in the U.S. and he is a new show getting ready in London penned by Johnny Worth called "Belle" which Richmond has first dibs on. And Richmond has just formed a music publishing firm with the move producer Samuel Bronston, which will publish the score of Dimitri Tiomkin's new flick, "55 Days at Peking."

As if that isn't enough, Richmond has much original material by Woody Guthrie (whose "This Land Is Mine" is fast becoming a standard in the folk field), and 10 new Bart Howard tunes to show around this spring.

Richmond and Brackman are also stepping up production on their Hollis song books, which have provided a steady source of income for the music firm. Their book called "Folk Sing" sells about 50,000 copies a year, and now they have added or are adding "Folk Songs for Fun," "Calypso Folk Songs" and the "Woody Guthrie Songbook."

Cracking Radio With Classical LP's

• *Continued from page 18*

releases is not unlike that of a popular deejay who wants to get on a record first, provided it is up to the musical standards. His listeners have come to expect something "new" through the night life enjoying him as a salute to a currently newsworthy musical personality and when he programs a contemporary composition it is so unobtrusively introduced that the listener goes along with him.

Sound Alikes

American Airlines has gone out of its way to get "sound-alikes" for New York artists and Bob Hall, whose intimate softsell manner creates a friendly atmosphere which enables Clardy to program a Kodaly sonata for unaccompanied 'cello next to a "new release [illegible] label of Schubert's "Unfinished."

Clardy cited an interesting listener response to a recent CBS house ad which announced that one could hear Beethoven's Fifth Symphony on an afternoon broadcast, and one of the selections to be offered on "Music Till Dawn" would be a collage heard work by Hummel. The listener presented Clardy with a sheet of backside compliments when he questioned the integrity of programming "another Beethoven Symphony this time" and saving the "rare" for "all the night watchmen in town."

The past year has also witnessed probably the greatest musical saturation, classical even more than pop, in record history. The average listener today will probably hear more classical music in one day than the average man of the past heard in his entire lifetime. With the "prestige" orientation of factory-sealed product and the increasing absence of listening booths in record stores, the question of the classical buyer can best be exposed to product seems to refer itself down to more and better radio exposure

ARMADA PLANS PARLEY SHIFT TO MIAMI

NEW YORK — The annual convention of the American Record Merchants and Distributors Association will not be held in July at the Fontainebleau Beach Hotel, Chicago, as previously announced. Present thinking leans in the direction of Miami Beach for either the third or fourth week of June. It is also seen as a possibility that an ARMADA board meeting may be held even sooner in light of new developments affecting distributors last week. (See Handleman story.)

Barry Kittleson Joins Editorial; Niki to Sponsor

NEW YORK—Barry Kittleson has joined the editorial department of Billboard as editorial asst. He replaces Niki Kaiser, who resigned to join the staff of Sponsor magazine.

Kittleson most recently served as assistant to Tom Noonan, Billboard's director of market research. He is a music graduate of U.C.L.A.

Gold Records Come Dorati's Way

• *Continued from page 18*

Dorati conducts his own composition, Symphony—1957 coupled with his Nocturne and Capriccio for Oboe and String Quartette.

Another item of interest is Dorati's April release of Bartok's complete opera "Bluebeard's Castle." Some 20 years ago, Dorati, who was a close personal friend of Bartok, played the piano for a can premiere of this opera in a coast-to-coast broadcast from Dallas. On the forthcoming recording, the opera will be sung in the original Hungarian.

Following is a list of albums furnished by Mercury which represent some of the best selling disks to date under the direction of Maestro Dorati.

Tchaikovsky: 1812 Overture— MG 50054 (M); SR 90054 (S)

Beethoven: Wellington's Victory —LPS 5000 (M); LPS 9000 (S)

Copland: Appalachian Spring; Billy the Kid—MG 50246 (M); SR 90246 (S)

Liszt: Hungarian Rhapsodies Nos. 2 Kneses — Rumanian Rhapsodies Nos. 1 & 2...MG 50235 (M); SR 90235 (S)

Just Call This a Real Loaded Idea

SAN FRANCISCO—A novel record promotion originated by Bob Eaton, San Francisco branch manager for King Records, has been picked up by the national record distributor and will be repeated in Cincinnati, Chicago and New York.

Bethlehem's new recording of "Seagram," sung by the Viceroys, prompted Earl to include a half pint of Seagram's VO whiskey and a package of Viceroy cigarets when delivery the disk, all wrapped up in gay Mardi Gras" gift paper. Uniformed messenger delivery personnel added to the flavor used in the four top r &b and rock and roll stations in San Francisco as KDIA, Oakland—KSAN; KEWB, KDIA and KYA.

• SINGLES REVIEWS

• *Continued from page 20*

SPIRITUAL

BERTHA ROBINSON
★★★★ No Man Can Fight Your Battles (Works) 2:55 — ★★★★ Well, Well, Well (Martin-Morris) 3:32. PEACOCK 1863

REV. JULIUS CHEEKS
★★★★ Turn Your Radio On (LION, BMI) 2:20 — ★★★★ Last Mile of the Way (Lion, BMI) 3:01. PEACOCK 1877

REV. CLEOPHUS ROBINSON
★★★★ Don't You Hide (HE & Razor, BMI) 2:24 — ★★★★ Everlasting Hills (Hee, BMI) 2:29. PEACOCK 1876

PATTERSON SINGERS
★★★★ I'll Go to Make It to the Promised Land (Coral, BMI) 2:58 — ★★★★ He'll Carry You Through (Coral, BMI) 2:50. VEE JAY 918

CHARLES TAYLOR
★★★★ Jesus I'll Never Forget (Coral, BMI) 2:11 — ★★★★ As You Seek Jesus You Keep (Coral, BMI) 2:43. VEE JAY 917

HARMONIZING FOUR
★★★★ Hallelujah (Coral, BMI) 2:30 — ★★★★ Rock of Ages. (Coral, BMI) 2:22. VEE JAY 922

Scalair Writes for Joy

NEW YORK—Ronny Scalair, an artist with Reprise records has been signed to an exclusive contract by Joy Music as writer for the publishing firm.

THE CARAVANS
★★★★ To Whom Shall I Turn (Courted, BMI) 2:32 — ★★★★ Seek Ye the Lord (Courted, BMI) 2:43. VEE JAY 921

ALEX BRADFORD
★★★★ One Step (Courted, BMI) 2:57 — ★★★★ Just in Time (Courted, BMI) 2:30. VEE JAY 919

SACRED

WILMA LEE AND STONEY COOPER
★★★★ Satisfied (Acuff-Rose, BMI) 2:15 — ★★★★ Glory Land Skeeter (Peer Int'l, BMI) 2:30. HICKORY 1260

Liberty Move To Get a Party

HOLLYWOOD — Liberty Records will launch its second company-owned branch — its newly opened distribution facilities in New York City—with a cocktail party for the record industry at Toots Shor's on March 26. The Buffalo, N.Y. company owned branch was opened last year in Chicago.

Liberty's national sales manager, Don Bohanan, has named Bernard Block as New York branch manager, who will in turn appointing his own staff. Dan Fortunato, covering Manhattan and Westchester; Sal Utrano, Long Island and Queens, and Frank Bisbano, Brooklyn.

Liberty's national promotion director Bob Shaff elevated his Los Angeles promotion rep Tommy Li Puma. to head the new branch's promotion activities, leaving his operation in Gotham.

Motown Launches New Jazz Series

DETROIT—As part of its increased concentration on album product, Tamla-Motown has issued its first jazz disks. The label is calling the albums the Workshop Jazz Series.

Artists issued on the initial release on Workshop are Earl Washington, with members of the Count Basie band, singer Paula Gree pianist Johnny Griffith and a bossa nova set by the Georgie Bohanon quartet.

In addition to the new jazz product, the labels are issuing album material by some of their hot singles acts, including Mirs Wells and Marvin Gaye

To back up the album product Phil Jones, album sales chief and Al Klein, Southwestern district sales manager, covered those territories, especially the NARM convention in San Francisco.

Capitol Signs Sonny James

NASHVILLE — Capitol Records announced this week the acquisition of Sonny James. He plans to cut his first session with the label under the new contract in the middle of April.

Capitol a&r chief Ken Nelson said the signing of James is another step in "continuing a policy of adding hot talent to the Capitol roster."

For James it will be coming home to the label on which he had his biggest hits, including "First Date, First Kiss, First Love" and "Young Love" and the million seller "Young Love"

ROSA Maps Plan For 1st Parley

CHICAGO — Plans for the first annual convention of the Record One - Shop Association (ROSA), the package of various resolutions and an address by MOA executive director Bob Blundred, were highlights of a midwinter meeting of the one stop group here

Importance of the one-stop in the disk marketing scene was noted, during the meeting by a reference to the fact that such labels as Liberty and London have established one-stop departments in their organizations.

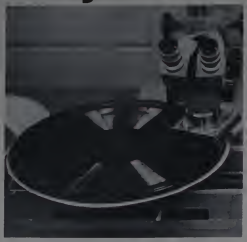
Resolutions were passed calling for the elimination of transshipping by distributors and a 100 per cent guaranteed return policy on all singles sold by manufacturers. Membership has voted for a months distribution of a ROSA newsletter to start.

In his speech, MOA's Blundred called for greater co-operation between the two groups for the betterment and continued expansion of both elements of the business. Present from manufacturer ranks were Harry Chipetz, Cameo-Parkway Bob Krets, Capitol; Bob Krueger, RCA Victor. Ray Lawrence Colpix Bob Fead, Liberty Murray Nash, Jamie; So Warner London Records and Bud Katzel, Roulette.

What is quality at RCA Custom?

SOUND ENGINEERING

Only experts with many years' experience in sound are at the controls.



LACQUER INSPECTION

Inspection, inspection, inspection—starts with the master lacquer and never stops!

MOLD INSPECTION

Before metal stamper is made, mold is scrutinized minutely for flaws.

MOLD CORRECTION

Skilled hands remove tiny flaws, then on for audio inspection.

AUDIO INSPECTION

In air conditioned, soundproof rooms, the mold is finally checked. Only perfection passes.

MICROSCOPIC ACCURACY

The stamper is microscopically centered, then punched to fit record press exactly.

MATERIAL SELECTION

Research has developed 4 grades of vinyl, exclusive with RCA Custom—each is top quality!

PACKAGING INSPECTION

Last inspection: as record goes in sleeve. Spot audio checks are constantly made also.

YOUR RECORD

We stake our reputation on the quality of every record we produce.

"Quality" is not just a word at RCA Custom, it's a way of recording, manufacturing and packaging to give you the best of everything in recorded sound. Try us and see!

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STAR PERFORMERS ★ — Records registering greatest progress this week

Indicates that 25 or more points ahead of last week

Indicates that 50 or more points ahead of last week

Indicates that 25 or more points ahead of last week but not available for radio broadcast

This Week	Last Week	2 Weeks Ago	TITLE — Artist, Label & Number	Weeks On Chart
1	2	6	11	**OUR DAY WILL COME** — Ruby and the Romantics, Kapp 581	7
2	4	7	12	**THE END OF THE WORLD** — Skeeter Davis, RCA Victor 8090	△ 9
3	3	5	6	**YOU'RE THE REASON I'M LIVING** — Bobby Darin, Capitol 4897	10
4	10	19	41	**HE'S SO FINE** — Chiffons, Laurie 3122	5
5	1	1	1	**WALK LIKE A MAN** — Four Seasons, Vee Jay 487	11
6	5	3	4	**RHYTHM OF THE RAIN** — Cascades, Valiant 6016	11
7	16	21	35	**SOUTH STREET** — Orlons, Cameo 263	6
8	8	11	7	**BLAME IT ON THE BOSSA NOVA** — Eydie Gorme, Columbia 42661	△ 10
9	9	9	10	**WHAT WILL MY MARY SAY** — Johnny Mathis, Columbia 42666	△ 9
10	13	13	20	**IN DREAMS** — Roy Orbison, Monument 806	7
11	11	16	19	**ONE BROKEN HEART FOR SALE** — Elvis Presley, RCA Victor 8154	△ 6
12	6	2	2	**RUBY BABY** — Dion, Columbia 42663	△ 10
13	15	15	22	**OUR WINTER LOVE** — Bill Pursell, Columbia 42618	△ 8
14	7	4	3	**HEY PAULA** — Paul & Paula, Philips 40066	13
15	12	8	9	**WILD WEEKEND** — Rebels, Seue 4122	13
16	25	30	32	**I WANNA BE AROUND** — Tony Bennett, Columbia 42636	△ 11
17	27	33	44	**ALL I HAVE TO DO IS DREAM** — Richard Chamberlain, MGM 1311	7
18	14	14	15	**MAMA DIDN'T LIE** — Jan Bradley, Chess 1845	12
19	17	17	21	**ALICE IN WONDERLAND** — Neil Sedaka, RCA Victor 8137	△ 8
20	22	24	31	**LET'S TURKEY TROT** — Little Eva, Dimension 1004	8
21	20	25	30	**LET'S LIMBO SOME MORE** — Chubby Checker, Parkway 862	6
22	19	10	5	**WALK RIGHT IN** — Rooftop Singers, Vanguard 35611	12
23	31	39	51	**LAUGHING BOY** — Mary Wells, Motown 1039	5
24	36	41	64	**DON'T SET ME FREE** — Ray Charles, ABC-Paramount 10405	5
25	50	81	–	**BABY WORKOUT** — Jackie Wilson, Brunswick 55230	3
26	32	40	65	**DO THE BIRD** — Dee Dee Sharp, Cameo 264	4
27	23	23	29	**BUTTERFLY BABY** — Bobby Rydell, Cameo 261	7
28	43	47	58	**TWENTY MILES** — Chubby Checker, Parkway 862	5
29	21	22	26	**GREENBACK DOLLAR** — Kingston Trio, Capitol 4890	9
30	28	31	34	**BOSS GUITAR** — Duane Eddy, RCA Victor 8131	△ 7
31	44	58	82	**CAN'T GET USED TO LOSING YOU** — Andy Williams, Columbia 42674	△ 4
32	40	52	80	**FOLLOW THE BOYS** — Connie Francis, MGM 13127	4
33	34	35	36	**OATS OF WIRE AND ROSES** — Henry Mancini, RCA Victor 8130	☆ 9
34	54	72	96	**DON'T SAY NOTHIN' BAD ABOUT MY BABY** — Cookies, Dimension 1000	4
35	58	—	—	**YOUNG LOVERS** — Paul & Paula, Philips 40096	2
36	37	48	68	**MR. BASS MAN** — Johnny Cymbal, Kapp 583	6
37	52	62	77	**OUT OF MY MIND** — Johnny Thunder, Calhoun 1424	4
38	24	26	27	**THE GYPSY CRIED** — Lee Christie, Dunhill 4017	12
39	41	42	56	**WHY DO LOVERS BREAK EACH OTHERS HEARTS** — Bob B. Soxx & the Blue Jeans, Philles 108	6
40	18	18	13	**SEND ME SOME LOVIN'** — Sam Cooke, RCA Victor 8129	△ 8
41	45	57	85	**YAKETY SAX** — Boots Randolph, Monument 804	5
42	42	43	49	**TELL HIM I'M NOT HOME** — Chuck Jackson, Wand 138	8
43	53	59	89	**SANDY** — Dion, Laurie 3123	4
44	46	46	52	**LOVE FOR SALE** — Arthur Lyman Group, Hi-Fi 5066	8
45	61	—	—	**PUFF** — Peter, Paul & Mary, Warner Bros. 5360	2
46	56	87	—	**OVER THE MOUNTAIN (Across the Sea)** — Bobby Vinton, Epic 9577	3
47	51	78	—	**DON'T BE AFRAID, LITTLE DARLIN'** — Steve Lawrence, Columbia 42609	△ 3
48	50	66	–	**THAT'S ALL** — Nick Nelson, Imperial 5918	4
49	26	12	8	**FROM A JACK TO A KING** — Ned Miller, Fabor 114	13
50	55	80	92	**ALL OVER THE WORLD** — Nat King Cole, Capitol 4918	4
51	29	20	14	**YOU'VE REALLY GOT A HOLD ON ME** — Miracles, Tamla 54073	13
52	39	29	16	**FLY ME TO THE MOON—BOSSA NOVA** — Joe Harnell & Orch. Kapp 497	13
53	35	37	25	**CAST YOUR FATE TO THE WIND** — Vince Guaraldi Trio, Fantasy 563	13
54	30	32	33	**HITCH HIKE** — Marvin Gaye, Tamla 54075	11
55	62	77	–	**YOU DON'T LOVE ME ANYMORE (And I Can Tell)** — Rick Nelson, Decca 31472	3
56	38	38	28	**CALL ON ME** — Bobby Bland, Duke 360	12
57	63	68	86	**LINDA** — Jan and Dean, Liberty 55831	4
58	71	86	93	**PIPELINE** — Chantays, Dot 16448	4
59	47	27	18	**LITTLE TOWN FLIRT** — Del Shannon, Big Top 3131	14
60	74	—	—	**I GOT WHAT I WANTED** — Brook Benton, Mercury 72099	2
61	67	70	88	**HE'S GOT THE POWER** — Exciters, United Artists 573	4
62	33	34	37	**THAT'S THE WAY LOVE IS** — Bobby Bland, Duke 360	9
63	65	65	59	**AS LONG AS SHE NEEDS ME** — Sammy Davis Jr., Reprise 20130	9
64	89	—	—	**YOUNG AND IN LOVE** — Dick & Deedee, Warner Bros. 5362	2
65	57	60	62	**LET'S STOMP** — Bobby Comstock, Lana 101	6
66	72	74	81	**MEDITATION (Meditacao)** — Charlie Byrd, Riverside 4464	4
67	77	79	83	**SAX FIFTH AVENUE** — Johnny Beecher, Warner Bros. 5361	4
68	70	75	79	**RAINBOW** — Gene Chandler, Vee Jay 488	5
69	80	84	100	**I'M JUST A COUNTRY BOY** — George McCorkle, ABC 10414	4
70	86	–	–	**I GOT A WOMAN** — Ray Charles, Atco 6245	2
71	66	83	84	**JIVE SAMBA** — Cannonball Adderley Sextet, Riverside 4541	6
72	81	90	–	**BACK AT THE CHICKEN SHACK** — Jimmy Smith, Blue Note 1577	3
73	82	89	–	**DEARER THAN LIFE** — Brook Benton, Mercury 72099	3
74	–	–	–	**SURFIN' U. S. A.** — Beach Boys, Capitol 4932	1
75	83	–	–	**WATERMELON MAN** — Mongo Santamaria, Battle 45009	2
76	78	67	72	**I'M IN LOVE AGAIN** — Rick Nelson, Imperial 5918	5
77	–	–	–	**ETERNALLY** — Chantels, Laffy 101	1
78	84	85	–	**PEPINO'S FRIJOLE PASQUAL (The Italian Pussy-Cat)** — Lou Monte, Reprise 20146	3
79	90	–	–	**DAYS OF WINE AND ROSES** — Andy Williams, Columbia 42670	△ 2
80	88	–	–	**SUN ARISE** — Rolf Harris, Epic 9567	2
81	–	–	–	**MECCA** — Gene Pitney, Musicor 1030	1
82	–	–	–	**ON BROADWAY** — Drifters, Atlantic 2182	1
83	–	–	–	**LOCKING UP MY HEART** — Marvelettes, Tamla 54077	1
84	–	–	–	**KILLER JOE** — Rocky Fuller, Scepter 1266	1
85	94	–	–	**HOW CAN I FORGET** — Johnny Holiday, Forest 3032	2
86	–	–	–	**FOOLISH LITTLE GIRL** — Shirelles, Scepter 1260	1
87	100	–	90	**NOTHING GOES UP (Without Coming Down)** — Bobby Vee Trio, Capitol 4919	3
88	91	92	–	**THEME FROM LAWRENCE OF ARABIA** — Ferrante & Teicher, United Artists 561	6
89	99	–	–	**DON'T WANNA THINK ABOUT PAULA** — Dickey Lee, Smash 1906	2
90	–	–	–	**I WILL FOLLOW HIM** — Little Peggy March, RCA Victor 8190	1
91	–	–	–	**GONE WITH THE WIND** — Chapters, Coed 576	1
92	–	–	–	**THE DOG** — Rufus Thomas, Stax 148	1
93	97	–	–	**CIGARETTES AND COFFEE BLUES** — Marty Robbins, Columbia 42701	2
94	–	–	–	**THAT'S HOW HEARTACHES ARE MADE** — Ruth Washington, Jax 753	1
95	98	–	–	**LITTLE STAR** — Bobby Coleman, Doubleto 4471	2
96	–	–	–	**TOM CAT** — Rooftop Singers, Vanguard 35019	1
97	–	–	–	**THIS EMPTY PLACE** — Dionne Warwick, Scepter 1261	1
98	–	–	–	**DON'T LET ME CROSS OVER** — Carl Butler, Columbia 42701	1
99	–	–	–	**LITTLE BAND OF GOLD** — James Gilreath, Dot 394	1
100	–	–	–	**TWO WRONGS DON'T MAKE A RIGHT** — Mary Wells, Motown 1039	1

HOT 100—A TO Z—(Publisher-Licensee)

Alice in Wonderland (Edwin, BMI) 19
All I Have To Do Is Dream (Acuff-Rose BMI) 17
All Over The World (Unart, ASCAP) 30
Back At The Chicken Shack (Jazz BMI) 72
Back at the Chicken Shack (Jazz BMI) 72
Bossa Nova Baby (Elvis Presley, BMI) 48
Butterfly Baby (Robinson, ASCAP) 27
Call On Me (Lois, BMI) 56
Can't Get Used To Losing You (Screen BMI) 31
Cast Your Fate To The Wind (Duane, BMI) 53
Cigarettes & Coffee Blues (Marty, BMI) 93
Days of Wine and Roses (Mancini-Mercer, ASCAP) 33
Days of Wine and Roses—Williams (Mancini, ASCAP) 79
Dearer Than Life (Bethlehem, ASCAP) 73
Do The Bird (Robinson, ASCAP) 26
Don't Be Afraid, Little Darlin' (Edna, BMI) 47
Don't Let Me Cross Over (Starlite, BMI) 98
Don't Say Nothin' Bad About My Baby (Edwin, BMI) 34
Don't Set Me Free—Tee-Pee (ASCAP) 24
Don't Wanna Think About Paula (Lois, BMI) 89
End of the World, The (Summit, ASCAP) 4
Eternally (Laffy, BMI) 77
Fly Me to the Moon—Bossa Nova (Hampton Hill, BMI) 52
Follow the Boys (Famous, ASCAP) 32
Foolish Little Girl (Screen Gems-Columbia, BMI) 86
From a Jack to a King (Fredonia, BMI) 49
Gone With the Wind (Bonaparte, BMI) 91
Greenback Dollar (Duane, BMI) 29
Gypsy Cried, The (Dunhill, BMI) 38
He's So Fine (Bright-Tunes, BMI) 4
He's The Reason I'm Living (Trio, BMI) 3
Hey Paula (Paula, BMI) 14
Hitch Hike (Jobete, BMI) 54
How Can I Forget (Arrowhead, BMI) 85
I Got A Woman (Progressive, BMI) 70
I Got What I Wanted (Don Kirshner, BMI) 60
I Will Follow Him (Arc, BMI) 90
I'll Be True (Jobete, BMI) 56
I'm In Love Again (Gene, BMI) 76
I'm Just A Country Boy (Acuff-Rose, BMI) 69
In Dreams (Roy Orbison, BMI) 10
It's Only A Paper Moon (Chappell, ASCAP) 21
Jive Samba (Nilva, BMI) 71
Laughing Boy (Jobete, BMI) 23
Let's Limbo Some More (Screen ASCAP) 21
Let's Stomp (Lana, BMI) 65
Let's Turkey Trot (Aldon, BMI) 20
Linda (Screen Gems-Columbia, BMI) 57
Little Band of Gold (Dot, BMI) 99
Little Star (Doubleto, BMI) 95
Little Town Flirt (Big Top, BMI) 59
Locking Up My Heart (Jobete, BMI) 83
Love For Sale (Harms, ASCAP) 44
Mama Didn't Lie (Jay Boy, BMI) 18
Meditation (Mesquita, BMI) 66
Mr. Bass Man (Unart, BMI) 36
Nothing Goes Up (Without Coming Down) (Screen Gems-Columbia, BMI) 87
On Broadway (Unart, ASCAP) 82
One Broken Heart For Sale (Presley, BMI) 11
Our Day Will Come (Screen Gems-Columbia, BMI) 1
Our Winter Love (Bill Pursell, BMI) 15
Pepino's Frijole Pasqual (The Italian Pussy-Cat) (Lou Monte, BMI) 78
Pipeline (Gamble, BMI) 58
Puff (Pepamar, ASCAP) 45
Rainbow (Gene, BMI) 68
Rhythm of the Rain (Gamble-Huff, BMI) 5
Ruby Baby (Trio, BMI) 12
Sandy (Laurie, BMI) 43
Send Me Some Lovin' (Sam Cooke, BMI) 40
Sun Arise (Rolf Harris, BMI) 80
Surfin' U. S. A. (Arc, BMI) 74
Take Five (Derry, BMI) 63
Tell Him I'm Not Home (Fame, BMI) 42
That's All (Nick Nelson, BMI) 48
That's How Heartaches Are Made (Ruth Washington, BMI) 94
That's The Way Love Is (Conrad, BMI) 62
That's The Way Love Is (Screen Gems-Columbia, BMI) 63
This Empty Place (S. T. Songs, ASCAP) 97
Tom Cat (Vanguard, BMI) 96
Twenty Miles (Trio, BMI) 28
Two Wrongs Don't Make A Right (Jobete, BMI) 100
Walk Like A Man (Saturday-Seven, ASCAP) 5
Walk Right In (Vanguard, BMI) 22
Watermelon Man (Peer, BMI) 75
What Will My Mary Say (Johnny Mathis, BMI) 9
Why Do Lovers Break Each Others Hearts (Unart, BMI) 39
Wild Weekend (Rebel, BMI) 15
You Don't Have To Be A Baby To Cry (Screen Gems-Columbia, BMI) 64
You Don't Love Me Anymore (And I Can Tell) (Arc, BMI) 55
You're The Reason I'm Living (Bobby Darin, BMI) 3
You've Really Got A Hold On Me (Jobete, BMI) 51

BUBBLING UNDER THE HOT 100

101 THE BIRD — Dubonnet, Columbia 45427
102 I'M GONNA BE WISE MARIA — Herb Alpert & The Tijuana Brass, A&M 734
103 I WILL LIFT MY VOICE FOR YOU — Evangelist Dallas, Arhoolie 5016
104 I'M GONNA RETURN MY SONG — Paul Peterson, Colpix 674
105 FRANKIE MAN — Ray Stevens, Mercury 72099
106 CALL ME IRRESPONSIBLE — Frank Sinatra, Reprise 20150
107 OH! LONESOME ME (Is Gone) — Don Gibson, RCA Victor 8166
108 I'M GONNA BE STRONG — Patti Page, Mercury 72097
109 I'LL TAKE CARE OF YOUR CAT — Ace, Paula 264
110 WHAT DOES A GIRL DO — Charlie Rich, Smash 1907
111 I'M GONNA BE STRONG — Gene Pitney, Musicor 1030
112 I DON'T CARE — Duane Eddy, RCA Victor 8166
113 I DON CAN — Tornet — Ben E. King, Atco 6246
114 A Season Two Lovers — Ray Conniff, Columbia 42687
115 LOVE — Barbara Lewis, Atlantic 2183
116 DON'T YOU CRY — Ronettes, Philles 110
117 DEVOTED — Earls, Old Town 1137
118 SHOTGUN — Jr. Walker & The All Stars, Soul 35008
119 SOMEWHERE MAIN — Barbra Streisand, Colpix 669
120 I'LL NEVER LOVE YOU — Teresa Brewer, Philips 40095
121 MEMORIES — Elvis Presley, RCA Victor 8163
122 SHOTGUN — Jimmy McGriff, Sue 749
123 — Kenny Chandler, Liberty 55834
124 GET AN ANGEL — Ronnie Dove, Diamond 225
125 — New Christy Minstrels, Columbia 42703
126 — Jimmy Dean, Columbia 42697
127 — Dickey Lee, Smash 1906
128 — Brenda Lee, Decca 31474
129 DON'T YOU WANNA — Barry Allport & Dave Dudley, Golden Wheel 4
130 — Normanels, Fair, Derrick
131 LITTLE GIRL — Syndicate of Sound, Bell 611
132 — Ray Stevens, Mercury 72099

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FOLK CONCERT Jimmie Rodgers DLP 25496 DLP 3496	**FAVORITES** The Lennon Sisters DLP 25481 DLP 3481	**BOSSA NOVA JAZZ** Steve Allen DLP 25480 DLP 3480	**FUNNY FONE CALLS** Steve Allen DLP 3472
A SWINGIN' SAFARI Billy Vaughn DLP 25458 DLP 3458	**BABY ELEPHANT WALK** Lawrence Welk DLP 25457 DLP 3457	**GOLDEN HITS** Pat Boone DLP 25455 DLP 3455	**GREATEST ORGAN HITS** Jerry Burke DLP 25450 DLP 3450
MOON RIVER Lawrence Welk DLP 25412 DLP 3412	**CALCUTTA** Lawrence Welk DLP 25359 DLP 3359	**RAGTIME PIANO GAL** Jo Ann Castle DLP 25249 DLP 3249	**BLUE HAWAII** Billy Vaughn DLP 25165 DLP 3165

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BEST SELLING SINGLES

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16453 **Hot Pastrami** . . . . . The Dartells
16452 **Blue *(THE ORIGINAL!)*** . . . . . Bill Lindsey
16448 **Heartaches / Happy Melody** . . . . . The String-A-Longs
16450 **Face in A Crowd / Lonely Tears** . . . . . Jimmie Rodgers
16421 **Boss** . . . . . The Rumblers
16451 **The End Of The World / Big City** . . . . . The Mills Bros.
16436 **Release Me / My Smoky Mountain Home** . . . . . Billy Vaughn
16457 **Gravy Waltz / Preacherman** . . . . . Steve Allen
16456 **Granny's Pad / Blues Bouquet** . . . . . The Viceroys
16455 **Sorry *(For The Way I Treated You)* / Boss Strikes Back** . . . . . The Rumblers
16454 **I Wonder Where You Are Tonight / Dream Girl** . . . . . Arthur Alexander
16449 **Tia Juana Ball / Here Comes Mr. Love** . . . . . Bill Giant

HITS OF THE WORLD

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week			
1		FROM A JACK TO A KING —Ned Miller (WAG—Alberta		
2	1	WALK LIKE A MAN— The Four Seasons (Festivale) —Not published		
3	2	HEY PAULA—Paul and Paula (Philips-Chappell)		
4	6	THEM HIM—The Exciters —Not published		
5	4	BLAME IT ON THE BOSSA NOVA—Eydie Gorme (Columbia)		
6	7	COME A LITTLE CLOSER— *The Delltones (Festival)—Belinda		
7	11	RUBY BABY—Dion (CBS)—No publisher		
8	8	BALLAD OF LOVERS HILL —Teresa Brewer (Philips)—Leeds		
9	10	LITTLE TOWN FLIRT—Del Shannon (London)—Belinda		
10	9	WALK RIGHT IN— Rooftop Singers (Vanguard)—Southern		
11	5	RETURN TO SENDER— Elvis Presley (RCA)—Belinda		
12	—	LET'S LIMBO SOME MORE —Chubby Checker (Columbia)—No publisher		
13	12	HALF HEAVEN, HALF HEARTACHE—Gene Pitney (3A)—Belinda		
14	13	FLY ME TO THE MOON— Joe Harnell (Kapp)—Belinda		
15	14	SURFSIDE—Duane Eddy (Reprise) Deverenne (HMV)—Johnny Devlin Music		

BRITAIN

(A specially compiled list in advance of publication of the new Musical Express, London)
*Denotes local origin

This Week	Last Week			
1	3	SUMMER HOLIDAY— *Cliff Richard (Columbia)—Elstree Music		
2	1	PLEASE PLEASE ME— *Beatles (Parlophone)—Dick James Music		
3	6	THAT'S WHAT LOVE WILL DO—*Joe Brown (Piccadilly) —Jack Good Music		
4	4	THE NIGHT HAS A THOUSAND EYES—Bobby Vee (Liberty)—Noel Gay		
5	2	THE WAYWARD WIND— *Frank Ifield (Columbia)—Lafleur		
6	10	LIKE I'VE NEVER BEEN GONE—*Billy Fury (Decca) —Shapiro		
7	5	LOOP DE LOOP—*Frankie Vaughan (Philips)—Chappell		
8	11	DIAMONDS—*Jet Harris-Tony Meehan (Decca)—Francis, Day & Hulter		
9	18	TELL HIM—*Billy J. Kramer (Decca)—Mellin Music		
10	8	ISLAND OF DREAMS— *Springfields (Philips)—Chappell		
11	20	ONE BROKEN HEART FOR SALE—Elvis Presley (RCA)		
12	—	FOOT TAPPER—*Shadows (Columbia)—Elstree Music		
13	16	HEY PAULA—Paul and Paula (Philips)—One Two Music		
14	14	CHARMAINE—*Bachelors (Decca)—Keith Prowse		
15	15	HAVA NAGILA—Spotnicks (Oriole)—Leeds Music		
16	17	ALL ALONE AM I—Brenda Lee (Brunswick)—Leeds Music		
17	13	WALK RIGHT IN—Rooftop Singers (Fontana)—Southern Music		
18	9	LITTLE TOWN FLIRT—Del Shannon (Stateside)—Box Music		
19	26	CUPBOARD LOVE—*John Leyton (HMV)—Essex Music		
20	12	SURFIN' USA—*Beach Boys (Pye)—Wilbeck Music		
21	29	RHYTHM OF THE RAIN—Cascades (Warner Bros.)—H. Morris		
22	23	BACHELOR BOY—*Cliff Richard (Columbia)—Elstree Music		
23	30	FROM A JACK TO A KING —Ned Miller (London)—Palace Music		
24	20	HI-LILI, HI-LO—Richard Chamberlain (MGM)—Robbins Music		
25	—	SAY WONDERFUL THINGS —*Ronnie Carroll (Philips)—Mutual Music		
26	27	GLOBETROTTIN— *Tornadoes (Decca)—Ivy Music		
27	28	THE NEXT TIME— *Cliff Richard (Columbia)—Elstree Music		
28	19	LIKE I DO—*Maureen Evans (Oriole)—Dorsey Music		
29	—	BOSS GUITAR—Duane Eddy (RCA)—Shapiro-Bernstein		
30	—	OLD SMOKEY LOCOMOTION—Little Eva (London) —Aldon Music		

EIRE

(Courtesy Irish Times, Ltd., Dublin)

This Week	Last Week			
1	3	THE WAYWARD WIND— Frank Ifield (Columbia)—Lafleur		
2	1	LITTLE TOWN FLIRT— Del Shannon (London)—Belinda		
3	5	THAT'S WHAT LOVE WILL DO—Joe Brown (Pacidilly)—Jack Good		
4	6	ALL ALONE AM I—Brenda Lee (Brunswick)—Leeds		
5	4	DIAMONDS—Harris/Meehan (Decca)—Francis, Day & Hunter		
6	9	FROM A JACK TO A KING —Ned Miller (London)—H. Alberti		
7	7	LIKE I DO—Maureen Evans (Oriole)—Dorsey Music		
8	—	SUMMER HOLIDAY—Cliff Richard (Columbia)—Elstree		
9	2	ISLAND OF DREAMS— The Springfields (Philips)—Chappell		
10	8	LOOP DE LOOP— Frankie Vaughan (Philips)—Chappell		

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

This Week	Two Weeks Ago			
1	—	COEUR BLESSE—Petula Clark (Vogue)—Acuff-Rose		
2	2	EENZAAM ZIJN—Will Tura —*Will Tura (Palette)—Top Music		
3	1	THE NEXT TIME/BACHELOR BOY—Cliff Richard (Columbia)		
4	7	CRYING IN THE WIND/ LOVE—Paul Anka (RCA)—Belinda		
5	8	JUNGE, KOMM BALD WIEDER—Freddy (Polydor) —Bess		
6	4	RETURN TO SENDER— Elvis Presley (RCA)—Belinda		
7	6	TEO BESO—Paul Anka (RCA)—Sonata		
8	5	LET'S DANCE—Chris Montez (London)—Chappell		
9	13	SANS-GENE—Mamie *Adamo (HMV)—Rudo		
10	9	ALS ALLEMAAL 1—Imperials Lee (Brunswick)—Bens		

FRANCE

This Week	Last Week			
1	1	TOUS LES GARCONS ET LES FILLES—Francoise Hardy (Vogue)		
2	2	TELSTAR—Les Surfs (Decca); Les Compagnons (Polydor); Cadets (Polydor)		
3	3	J'ENTENDS SIFFLER LE TRAIN/LION—Richard Anthony (Columbia)		
4	4	L'IDOLE DES JEUNES/ ELLE EST PARTIE—Johnny Hallyday (Philips)		
5	—	ON TWIST SUR LE LOCO-MOTION—Ronnie Anthony (Columbia)		
6	10	OUI JE T'AIME—Eddy Mitchell (Barclay)		
7	7	CHANCE AU REVOIR/ENT— Sylvie Vartan (RCA)		
8	8	A MAI'PENSE POUR UNE AMOUREITE—Leny Escudero (Bel Air)		
9	12	NON MONSIEUR— Les Marcheurs (Decca)		
10	—	SPOTNICKS THEME— JOHNNY REBEL—The Spotnicks (Presidents)		

GERMANY

(Courtesy Automaten-Markt, Braunschweig)

This Week	Last Week			
1	2	CASANOVA BACIAMI— Peter Alexander (Deutsche Vogue)—Montana		
2	1	JUNGE, KOMM BALD WIEDER—Freddy (Polydor) —Sikorski-Eastrade		
3	3	GAUCHO MEXICANO/ JALISCO—Renate u Werner Leismann (Ariola), John Buch (Warner Brothers) —Melodie der Welt		
4	14	ICH KAUF MIR LIEBER EINEN TIROLERHUT— Billy Mo (Decca)—Bess		
5	6	BONANZA—Ralf Paulsen (Columbia)—Bärenreiter		
6	5	ESO BESO—Paul Anka (RCA) —Spanka		
7	4	WENN DU GEHST— Connie Francis (MGM)—Villa-Ria		
8	10	DER KING (King of the Wide Wide World)—Die Minoters (Telefunken)— Elvis Presley (RCA)— Bosworth		
9	11	HELLO BOY—Grethe Ingmann (Metronome)—Ipso		
10	19	HOCHZEIT IN LOUISIANA —Gerhard Wendland —Intro		
11	20	MARIENBALL BEI SCOT-LAND YARD—Bill Ramsey (Columbia)—HALLO BOS—Billy Ramsey (Columbia)—Vedis		
12	8	FUR GABY TU' ICH ALLES —Gerd Botcher (Decca)—Budde		
13	—	Budde; DIE SCHAUST MICH AN, SHE'S NOT YOU—Elvis Presley (RCA) Gerd Bottcher (Decca)—Aberbach		
14	—	MADALENA—Rea Gildo (Electrola)—Gerig		
15	7	RETURN TO SENDER/ ZUHUCK AN JOHNNY— Elvis Presley (RCA)—Aberbach		
16	9	LET'S DANCE/TANZ MIT!— Sdvo Francesco (Decca); Bonnie Guitar (London)— Melodie der Welt		
17	16	HOCHZEIT IN DIXIE— Frank Kooper (Mandolino)		
18	—	PEPINO DI ROMA/DER ITALIAN MOUSE)—Vico Torriani (Decca)—Südd		
19	13	DIE LETZTE ROSE DER PRAERIE—Peter Kraus/ Polydor—Gerig		
20	17	TRAUMEN DAS NACHT WU'NORFASCHON—Grit Von Hoog (Telefunken)— Hirt		
20	17	SHEH-A ARME KLEINE SHEILA—Tommy Roe (Philips)—Siegel		

HOLLAND

(Courtesy Platennieuws, Amersfoort)

This Week	Last Week			
1	1	BACHELOR BOY/ THE NEXT—Cliff Richard (Columbia)—Bess		
2	2	CATOOTJE—Wim Sonneveld (Philips)—Arcade		
3	3	LIMBO ROCK—Chubby Checker (Starlight-Fawn)—Bens		
4	4	JUNGE KOMM' BALD WIEDER—Freddy (Polydor) —Bess		
5	5	BLUME VON TAHITI— Gert Timmerman (Tele-unken)/Armand Music		
6	6	SOERABAYA—*Anneke Grönloh (Philips)—Inca Marina (Imperial)—Basart L. C.		
7	7	LET'S DANCE—Chris Monter (London)—Chappell		
8	8	DANCE ON—The Shadows (Columbia)—Elstree		
9	9	PARADISO—Anneke Grönloh (Philips)—Bess		
10	10	MONSIEUR—Petula Clark (Imperial)—Basart L. C.		

HONG KONG

This Week	Last Week			
1	1	A LITTLE BIT OF SOAP— The Fabulous Echoes (Diamond)		
2	—	ONE BROKEN HEART FOR SALE—Elvis Presley (RCA)		
3	—	SUMMER HOLIDAY—		
4	2	THE NIGHT HAS A THOUSAND EYES—Bobby Vee		
5	—	RHYTHM OF THE RAIN— The Cascades (Warner Bros.)		
6	5	DANCING WITH THE GUITAR MAN—Duane Eddy (Jamboree)		
7	6	LET'S LIMBO SOME MORE —Chubby Checker (Parlophone)		
8	7	BACHELOR BOY—Cliff Richard (Columbia)		
9	8	BABY ELEPHANT WALK— Lawrence Welk (Dot)		
10	—	FOR EVERYMAN/HEY— Helen Shapiro (Columbia)		
11	8	MAY—Terry Dene (Parlophone)		
12	9	TOMORROW—Brian Hyland (ABC)		

ITALY

(Courtesy Musica e Dischi, Milan)
*Denotes local origin

This Week	Last Week			
1	—	UNO PER TUTTE— *Tony Renis (VGP); *Emilio Pericoli (Ricordi)		
2	2	GIOVANE GIOVANE— *Pino Donaggio (Columbia) *Cinzi Mazzetti (Primary)		
3	1	AMOR MIO AMORE MY LOVE—*Claudio Villa (Cetra)		
4	4	CHARGOT—*Betty Curtis (CGD); Petula Clark (Vogue); Franck Pourcel (VGP)		
5	3	COME TE NON C'E' NESSUNO—*Rita Pavone (RCA)		
6	5	LA PARTITA DI PALLONE —*Rita Pavone (RCA)		
7	6	RICORDA—*Milva (Cetra)		
8	13	PATTI MANDA-E DALLA MAMMA—*Gianni Morandi (RCA)		
9	8	AGOGO' MONDO CRUDELE —*Peppino Di Capri (Carisch)		
10	—	NON COSTA NIENTE— *Celentano (CGD)		
11	20	MADRILENAL BEI SCOT-LAND YARD—Bill Ramsey (Columbia)—HALLO BOS—Billy Ramsey (Columbia)—Vedis		
12	8	FUR GABY TU' ICH ALLES —Gerd Botcher (Decca)—Budde		
		Budde; DIE SCHAUST MICH AN, SHE'S NOT YOU—Elvis Presley (RCA) Gerd Bottcher (Decca)—Aberbach		
13	—	MADALENA—Rea Gildo (Electrola)—Gerig		
14	7	RETURN TO SENDER/ ZUHUCK AN JOHNNY— Elvis Presley (RCA)—Aberbach		
15	9	LET'S DANCE/TANZ MIT!— Sdvo Francesco (Decca); Bonnie Guitar (London)— Melodie der Welt		
16	12	HOCHZEIT IN DIXIE— Frank Kooper (Mandolino)		
17	—	PEPINO DI ROMA/DER ITALIAN MOUSE)—Vico Torriani (Decca)—Südd		
18	13	DIE LETZTE ROSE DER PRAERIE—Peter Kraus/ Polydor—Gerig		
19	17	TRAUMEN DAS NACHT WU'NORFASCHON—Grit Von Hoog (Telefunken)— Hirt		
20	17	SHEH-A ARME KLEINE SHEILA—Tommy Roe (Philips)—Siegel		

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week			
1	1	JEG VIL HA EN BIL BALLOONS—*Aase Bendiksen (Triola)— Chocher (Lotus)/Reproduksjon		
2	2	RETURN TO SENDER— Elvis Presley (RCA)— Belinda		
3	5	DIAMONDS—Jet Harris-Tony Meehan (Decca)—Norsk Melodi		
4	3	MIDNATTSTANGO— *Ase Wentzel-Jan Holland (Odeon)—Norsk Melodi		
5	4	FJERNE LAND—*The Key (Columbia)—Intro		
6	—	LOOP THE LOOP— Cliff Richard (Columbia)— Munkh Hennig		
7	9	THE NEXT TIME (BACH-ELOR BOY)— Three Eting		
8	6	REGNVAA NATT—Anna-Lena Lofgren (Metronome)—		
9	4	DANCE ON—The Shadows		
10	—	ALL STAR FESTIVAL LP— Various Artists (UNO)		

PERU

(Courtesy La Prensa, Lima)

This Week	Last Week			
1	1	ESPERANZA—Pedrito Rico (RCA); Trio Los Panchos (Philips); Los Espaciales (Polydor); Los Mustang Mocho (MAG); Enrique Lynch (Discos Peruanos)		
2	2	TWIST DE LOS OJOS NEGROS—Chubby (Philips); Eulogio Molina (Virrey)		
3	3	PERDONAME—Duo Dinamico (Peruvian Music Mnfg. (Victor)		
4	4	LA POLLERA COLORA— Los Hispos (Virrey); Lucho Macedo (Peru); Pedro Salcedo (Sono Radio)		
5	5	BIENVENIDO AMOR— Pedito Griego (RCA)		
6	7	DAME FELICIDAD— Enrique Guzman (Columbia)		
7	6	CUANDO CALIENTA EL TARRA—Los K pus (Odeon)		
8	9	HERMOSA PALOMA—Los Hispos (Columbia)		
9	8	AMOR—Paul Anka (RCA)		
10	—	ALBUM—Los Anamelos (Virrey)		

PHILIPPINES

This Week	Last Week			
1	1	FROM THE BOTTOM OF MY HEART—Jerry Vale (Columbia)—Intersong		
2	2	TELL HIM—The Exciters (RCA)—Maraval		
3	5	HOW MUCH IS THAT DOGGIE IN THE WINDOW—Baby Jane & the Rockabyes (UA)— Merlin		
4	3	RETURN TO SENDER— Elvis Presley (RCA)— Belinda		
5	7	ALICE IN WONDERLAND— Neil Sedaka (RCA)— Aldon		
6	6	REO RIVER TWANG— The Kings-A Longs (Pioneer)—No licensee		
7	10	LIMBO ROCK—Chubby Pena & His Limbonatics (Pioneer)—Bens		
8	4	TILL THE END OF TIME— Dick Haymes (Capitol)— Feist		
9	—	PEPPERMINT LINE—Dorsey Dana & Bobby Lyons (Alpo)		
10	—	DEVIL WOMAN—Marty Robbins (Columbia)— Marisco		

SOUTH AFRICA

(Courtesy Southern Africna Record Manufacturers and Distributors' Assn.

This Week	Last Week			
1	1	BACHELOR BOY— Cliff Richard (Columbia)— Elstree Music		
2	2	RETURN TO SENDER— Elvis Presley (RCA)— Belinda		
3	4	PATCHES—Dickey Lee (Philips)—Adelci Music		
4	2	DANCE ON—The Shadows (Columbia)—Elstree Brun Music		
5	6	DIAMONDS—Jet Harris & Tony Meehan (Decca)— Francis, Day & Hunter		
6	6	WALK RIGHT IN—The Rooftop Singers (Vanguard —Southern Music		
7	5	MIDNIGHT RACE— Bern Kesmpfert (Polydor)— Southern Music		
8	—	THE LONGEST DAY—Mitch Miller (CBS)—Robbins Music		
9	—	FROM A JACK TO A KING —Ned Miller (Renown)— Darlington Music		
10	7	THEME FROM DR NO— John Barry Seven (Columbia —United Artists		

SPAIN

(Courtesy Discomania, Madrid)
*Denotes local origin

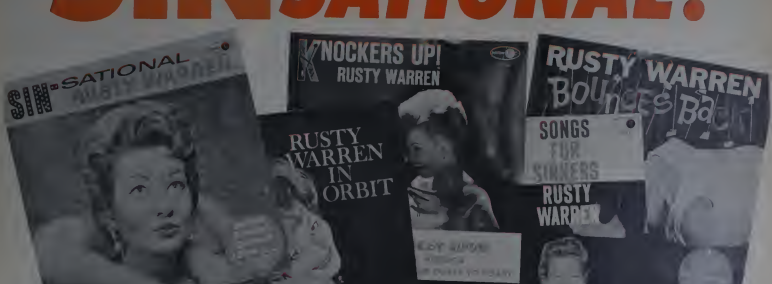
This Week	Last Week			
1	2	BAILA DAMA GITANA—*Dyo Dinamico (Voz de su Amo) —Hispavox		
2	1	ESO BESO—Paul Anka (RCA)—Hispavox		
3	3	EL PELADITO—Lucho Gatica (Voz de Su Amo)—Del Sur		
4	4	SPEEDY GONZALES— Pat Boone (Dot/Columbia)— Sidis		
5	5	J'ENTENDS SIFFLER LE TRAIN—Eq TENT (RCA) —Robert Mellin Iberica		
6	5	I CAN'T STOP LOVING YOU—Ray Charles ARC (Hispavox)—Hispavox		
7	—	LIMBO ROCK—Chubby Checker (Dot)—Sidis		
8	—	CUANDO CALIENTA EL SOL—Hugo Blanco (RCA)—Del Sur		
9	8	A STEEL GUITAR AND A GLASS OF WINE— Paul Anka (RCA)—Hispavox		
10	10	ET MAINTENANT— Gilbert Becaud (Voz de su Amo)—Armonico		

SWEDEN

*Denotes local origin

This Week	Last Week			
1	4	I SAW LINDA YESTERDAY —Dickie Doo & the Dont's— Sweden Music		
2	2	*DE TUSEN BRODARNAS LAND—Ray Adams (Metronome)—Intersong		
3	1	STAND UP—Michael Cox (Philips)—Sweden Music		
4	3	BACHELOR BOY— Cliff Richards (Columbia)— Gehrmans		
5	5	*FROKEN JOHANSSON OCH JAG—Gunnar Wiklund— Odeon		
6	6	RETURN TO SENDER— Elvis Presley (RCA)—		
7	7	DANCE ON—The Shadows (Columbia)—Bens Music		
8	—	SKIP TO MY LOU—Lee Nat King Cole (Capitol)— Music		
9	8	DESAPINADO—Stan Getz (Verve)—Sweden Music Manufacturing		
10	10	KISS ME QUICK—Elvis Presley (RCA)—Belinda		

SINSATIONAL!



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International

NEWS REPORTS

SAN REMO ECHO

Everybody's Warbling Those Sue-You Blues

By SAM'L STEINMAN

ROME — There has been a spate of suits over plagiarism in the wake of the San Remo Festival. In addition to the suit against Tony Renis for plagiarism of his prize winner, "One for All," another is being threatened by Boylan Adamic of Radio Ljubjana, Yugoslavia, who claims that the first three notes of a tune he did for a film three years ago are identical and that Renis has admitted in an interview that he first tried out the tune in a Ljubjana night club.

Another source now claims the tune is like an old American song. At the same time a group of veterans of the Alpine and Alpinists have asked that public action be taken against the second-place song, "Amor, Mon Amour, My Love" which is like a wartime favorite, "Silence."

To top it all, the Alba publishing house is proposing an action against Mexico's Rigual Brothers and the Italian lyricist of "Quando Calienta El Sol" (When the Sun Warms), one of the summer's big tunes, on the charge that it is a plagiarism of an oldie from 1957 named "Carry Me Away With You." The Italian lyricist of the Mexican song is also the lyricist of the Renis hit.

Meanwhile maestro Pasquale Frustaci, who filed the first plagiarism suit against Renis at the festival-winning song, has come out of obscurity to write a magazine article recounting the public of his successful musical shows of the 1930's and 1940's.

Renis, who is 25, has told the press that he was not old enough to go to the theater when the song he is supposed to have plagiarized was presented on stage. Frustaci has presented an affidavit by nine top musicians, conductors and critics stating that they note a grave similarity in the introduction of the two tunes.

AUSTRALIA

Push Twin Hits Off With a Rush

By GEORGE HILDER

19 Todman Ave., Kensington Sydney, N.S.W.

Radio Corporation, manufacturers of Melbourne who distribute the Verve, Hi-Fi and Vanguard labels throughout Australia, have issued their first single label since losing the Mercury catalog to Philips late 1962. New logo is Twin Hits, recorded in America, featuring cover versions of hit tunes. The first release of six singles hit the chain stores and retail trade February 18; in six days of trading Sydney stores had bought 5,000 disks and Melbourne 4,000. The records are receiving heavy air exposure even though the top disk jockey refuses to play cover versions.

The disk is retailing at a 50 per cent lower price than the standard 45 r.p.m., which sells at 31. Twin Hits singles retail at 50 cents. The initial release includes "Ruby Baby" b.w. "Loop de Loop," "Rhythm of the Rain" b.w. "Hey Paula." Hilary Melick, Sydney record manager of Radio Corporation, states that the launching campaign will include window displays, television exposure and national teen shows plus press and radio advertising.

London Records reports a hold up in the release of the Crescendo album, "Arthur Lyman at the Crescendo," one of the tracks, "Days of Wine and Roses," is on the restriction list until Warner Bros. decides upon a release date of the flick.

RCA has scheduled the first three albums in the series "Our Man In," for early March release. From the moment ATN TV station, Sydney began playing an Hawaiian tune between programs and inquiries got so numerous that A.R.C. decided to rush release the single which was acquired from the Southern Music mood library. The title, "Hawaiian Calypso," by a Dutch composition by J. Van Wetter, played by the Brussel's News Chorus Orchestra and released on the CBS label.

This is the third time a mood theme has become popular through play over radio and TV in the past three months. The other two numbers, "Happy Guitar" and "Dalilia," originated from the Chappell library and were both hits throughout Australia.

London Records will release the second Decca album early in March under a four-disk agreement. The album, "Carter Family Memory Album," by **Bill Clifton**, is to receive a special country push. Now that United Artist Pictures scheduled the opening of the movie "Taras Bulba," for April, **Ray Anthony** on Capitol and **Ferrante & Teicher** single plus the soundtrack album from U. A.'s are among the first disks of the film music.

All record companies in Australia are at present releasing both single and album disks, either simultaneously or before the scheduled American release. Leaders in the field for quick releases are EMI, A.R.C. and RCA. **Andy Williams'** albums are receiving a lot of attention these days London Records continue to issue the old Cadence material while A.R.C., for March, are releasing "Moon River and Other Movie Themes" and in the next week Festival-Mercury-MGM is offering a similar album by **Connie Francis** singing "Award Winning Motion Picture Hits" Both companies

Tamla-Motown Execs Swing Across Europe

LONDON—Berry Gordy Jr., Esther Edwards and Barney Ales, execs of the Tamla-Motown group of Detroit left here March 9 on a swing around Europe. After cabs in Berlin and Hamburg last week, the trio will be in Rome until Monday (18). Their subsequent itinerary was Venice (Hotel Bauer Grunwald) March 18-21; Milan (Principe e Savoia) 21-22; Zurich (Carlton Elite) 22-23; Paris (King George V) 23-29; Amsterdam (Hotel Amrath) 29-Copenhagen March 31-April 2, when the party is due back in London.

EMI Dividend

LONDON — The board of Electric and Musical Industries has declared an interim dividend of 5 per cent on the ordinary stock of the firm. It will be paid March 30 in respect of the year ending June 30, 1963. The interim dividend is the same as last year.

claim that there is a big demand for movie theme music and continue to issue similar disks practically each month.

BRITAIN

Gordy & Friends On Talking Whirl

By DON WEDGE
News Editor,
New Musical Express

Berry Gordy Jr., Esther Edwards and **Barney Ales**, three executives of Tamla-Motown group, hit London as the first stage of their European tour to investigate fatherland operations. As well as meetings with Oriole executives, their current representative in Britain, they met British Decca chief Sir Edward Lewis; E. G. Wood, managing director of EMI Records, and a host of publishing personalities in connection with their Jobete firm during their week here. After visiting continental firms in a number of cities, they return to London on the way back to Detroit and before making final decisions.

Tommy Hoe, in for a tour, brought the tape of his next single, "The Folk Singer," with him. Pat rush-released it on HMV ahead of its U. S. issue.

"Carnival" ended its London run March 9. After only 12 performances. "Porgy and Bess" in Todd A-O switched from the Dominion to the Coliseum, Columbia Theater. **Hayley Mills** is among the stars taking part in the stage performance at the Royal Film Show. **Varner Paulson**, program director of WNEW, New York, is in for talks with BBC's radio music director **Donald Macl can** about special programs for the disks. **Heath** band for airing in the U. S. Considerable part of BBC radio output is recorded for quick release.

Bobby Weiss, international director of Warner Bros Records, was back in London for the first time this year. His negotiations included long-term planning for future releases and internal distribution matters with British Decca, which handles the Warner label. Also in the UK executives of EMI's international division about releases handled by that group.

Howie Richmond devoted

ROSES A' RAMBLIN': A lovely group of Japanese lasses from Toshiba Records present a bouquet to Not King Cole upon his arrival in Tokyo. Toshiba distributes Capitol in this country.

much of his time here to planning exploitation of **Dimitri Tiomkin's** score for "Fifty-five Days to Peking." The film has a London world premiere May 5 and it is possible that **Andy Williams**, who has recorded "So Little Time" from the film, will be here for the premiere. The **Brothers Four** have recorded a title theme from the movie. Richmond also had talks with **Lionel Bart** about the U. S. publication of the composer's forthcoming stage musical. Bart himself was back from a short trip to the U. S. during which he attended the New Orleans Mardi Gras. He said that the next musical he was likely to finish would be "Maggie May."

Sal Chiantia, of Leeds Music, was in for talks with Cyril Simons, head of the firm's British affiliate. **Brice Somers**, international director of Mercury Records, is due here for talks with EMI's overseas division, returning from Chicago in midmonth to his Geneva headquarters.

Record Business

EMI has acquired British master right for its Stateside label of Shelley Fabares' "Surf Beat" LP from **Jack Lewerke** of Hollywood. Album release will be preceded by a single. Oriole issued the first disk here by the **Miracles** (from Tamla) — the group's "You've Really Got a Hold on Me" . . . Decca issued new title by the **Tornadoes**, "Robot," written and produced by **Joe Meek**. The **Johnny Dankworth** Orchestra switches labels to Fontana (Philips) this month on the expiration of its contract with Roulette Records of New York.

From the estate of **Eli Oberstein**, Fember Records acquired an album, "Romance and Rose," recorded by **Eli Rose** and orchestra. From King, Ember obtained an **Earl Bostic** album, "Dance Time" . . . Decca has signed Australian singer **Ian Crawford**, who made his bow with "Everlovin' Me" . . . Ember has acquired the British right from the Chelsea label to issue **Larry Moon's** recording of "Ta Juana Ball," a **Buddy Kaye** song. . . . Another Decca master has gone to EMI. "China," by the **Violents**, has been issued on HMV . . . Says has acquired the British c&w LP, "Cowboy," made at its own studio by **Roy Guest** and **Jack Fallin**.

Publishing News

In a venture outside its usual confines Chappells is now publishing Hollywood Confidential, a quarterly magazine Folk . . . The Performing Right Society is increasing its charges to local authorities for the use of music. It is asking for 2 per cent of expenditure by local authorities on musical entertainment and 5 per cent of the income received from the letting of premises. This is a considerable increase on previous scales, which have been on a sliding basis. It is being opposed by the Association of Municipal Corporations which is likely to refer it to arbitration before the Performing Right Tribunal.

FRANCE

CBS Power Hits In New Releases

By EDDIE ADAMIS
92 quai du Marechal Hoffre
Courbevoie (Seine)

French CBS releases have just been marketed. Among them **Maurice Larcange**, who received a 1963 award of the "Grand Prix du Disque de l'Academie Charles Cros" has his first album. **Dalida** and Eydie Gorme were launched with their current U. S hit "Ruby, Baby" and "Blume" on the Bossa Nova. **Thelonious Monk's** first CBS album "Monk's Dream" has been released to tie in with his concert at the Olympia Theater. French poet-singer **Jean Marc Tennberg's** new recital called "De Carco a Voltaire" will be the first CBS album of French poetry.

Two French songs "L'amour s'en va" and "Les roses de printemps" have been selected as Monte Carlo's and Luxembourg's entrants for Eurovision contest to be held in London March 23. Singers will be **Francoise Hardy** (Vogue) and **Yana Mouskouri** (Philips) respectively.

Barclay Records issued a batch of new releases last week from French pops. Latest are from "Du Monton pour les petits voleurs," "Fort du Plessis," "Le Meurtrier" . . . Tempo di Roma," "Mathias Sandorf" and "Le Vice et la Vertu."

Disk News

Pathe Marconi is evidently trying to strengthen its jazz catalog. Latest releases that have benefitted from a series of promotional campaign acts are by **Nancy Holloway**, **Cannonball Adderley**, **Duke Ellington**, **Slide Hampton** and **Lee Rash** with **Jay McLean**, Ltd. A Charlie Rouse album will be issued shortly. He plays in Paris nightly

Thanks, Steve Allen, for Making My Single, "Gravy Waltz" (5-9576), Such a Smash Hit

HERB ELLIS

Thanks, DJ's, for All the Sensational Air Play on "So Much Love in My Heart" c/w "Brand New Man" (5-9575)

RICHARD "POPCORN" WYLIE

EPIC

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GERMANY

Ariola Lines Up Loren, Dietrich

By JIMMY JUNGERMANN
102 Ismaninger St., Munich 27

Ariola boss **Rolf Engleder** took another important step towards an international catalog when he signed **Marlene Dietrich** and **Sophia Loren**. One of Germany's top record producers **Nils Nobach** will make their records as well as the disks of French singers **Dalida** and **Charles Aznavour**, Swedish singer **Zarah Leander**, Greek singer **Jimmy Makulis**, German singer **Wolfgang Sauer**, and Spanish singer **Jose Guardiola**.

Visitors

U. S. pianists **Josette** and **Yvette Roman** guest starred in a concert of the Bavarian Radio Network in Munich. **The Roman Sisters** continue their European trip with visits and concerts in Poland, Roumania, England, Norway and Holland. . . . Radio Luxenburg's dee jay **Camillo Felgen** visited Munich. . . . Paris deejay **Bob Astor** visited Munich to record shows for the Bavarian Radio Network. . . . **Jim Carter** and his Texas Rangers recorded in Munich "Arizona Train" and "Steel Guitar Boogie" for Metronome. **Mal Sondock** produced.

Rudolf Schock, now on the Ariola label, tours the States to sing in Carnegie Hall, in Philadelphia, and in Toronto. He is accompanied by another popular singer, **Annelies Rothenberger**.

East of the Wall

The East German Amiga label offers this month an album by the **Jazz Optimists** and a **Georg Gershwin** album by the Radio Symphony and the Radio Dance Orchestras of Radio Leipzig, East Germany, conducted by **Herbert Kegel**.

Tour Has World Music Conception

By JIMMY JUNGERMANN
102 Ismaninger St., Munich 27

Next week the new Polydor tour will start, featuring U. S. singer **Gus Backus**, Italian singer **Tony Dallara**, Belgian singer and emsee **Lou Van Burg**, Belgian singer **Angele Durand**, South American singer **Carlos Otero**, German singers **Trude Herr, Will Brandes, Ted Herold**, and Austrian singer **Paul Hoerbiger**.

British singer **Billy Sanders** guest stars at the night spot Kaskade in Cologne. . . . **Albert Corte** from Argentine guest stars in **Chris Howland's** TV show "Studio B." . . . The vocal group **Medium Terzett** will guest star on board of the liner United States, and in U. S. TV programs. . . **Rene Carol** will start a tour through the States in May.

Eydie Gorme has been a special favorite among Bavarian listeners and she has another hit, "Blame It on the Bossa Nova," in Germany. AFN in Munich plays the record incessantly. Importer **Bernhard Mikulski** sent the complete album to the Bavarian Radio Network.

Tenor **John Roubon** of Atlanta, and soprano **Ella Lee** of Los Angeles, are singing at the East Berlin Comic Opera. They work under one of the foremost dramatists of the time, **Walter Felsenstein**. A third American, baritone **William Ray**, who is a regular member of the opera company at Stuttgart in West Germany, sings as a guest at the Comic Opera in East Berlin.

JAPAN

Nippon Columbia Has Miller Line

By J. FUKUNISHI
108 Kakinokizaka, Meguroku, Tokyo

T. Seya, president, and **S. Ito**, managing director, of Nippon Columbia left for Okinawa March 1, accompanied by several artists and musicians to present a special show in celebration of the recent establishment of Okinawa Columbia Sales Company. Nippon Columbia also finalized a deal with Miller International and is now preparing to release the Stereo-Fidelity label in May under the logo of Columbia International.

Concert Hall Society Record Club disclosed that its membership reached the 275,000 mark February 10 and is expected to exceed 300,000 by the end of March.

The total number of records issued during 1962 was 8,627, which indicates an increase of 41 per cent over the previous year's 6,097. This figure involves 3,253 Japanese and 5,374 foreign disks. The ratio of increase of Japanese platters is 30 per cent, while that of foreign is 50 per cent. In the category of stereo LP's, foreign stereos show an increase of 44 per cent, and Japanese 14 per cent in comparison with 1962.

Caterina Valente arrives April 10. . . . **Charlie Ishiguro** and his **Tokyo Panchos** and **Lillo Rhythm Airs**, a chorus group are to support her performances here. . . . **I Musici** was booked to give 12 concerts, starting March 28 under the sponsorship of Nippon Victor, which presses Philips. . . . Victor worked out a plan to give away a 7-inch compact stereo of this string ensemble to every fifth audience of its concert series through lottery drawings. **George Shearing's** troupe of 10 members, including **Ann Richards**, arrived March 8. Capitol is releasing two LP's on the combo. . . . **Julius Katchen**, American pianist of London Records, arrives March 15 on way of Australia to give a series of concerts from March 25 to April 11 in celebration of the 10th anniversary of London label in Japan.

Richardo Odonoposof, exclusive violinist to Concert Hall Society is set to participate in the Osaka International Festival in April. The society is issuing an LP welcoming his visit. . . . **Nat King Cole** is drawing packed audiences singing some selections, partly in Japanese, so is **Toshiko-Mariano Quintet.**

PUERTO RICO

Top Latin Acts Delight Tourists

By ANTONIO CONTRERAS
26 Gertrudis Street, Santurce

Puerto Rico's tourist season is now in full swing, and local hotels and night clubs are competing for the best in big time attractions. Xavier Cugart and **Abbe Lane** are a success at one of the swank tourist hotels, while Sonora Matancera (Seeco label), the oldest and highest paid Cuban musical group, is doing turn-away business at local hotels, night clubs and one-night spots.

This year, in their second visit to Puerto Rico, La Sonora brought besides its regular singers: **Celia Cruz, Willy** and **Cello Gonzales** and **Rolando la Serie** (Gema label).

Also in the Latin attraction field, we will soon have vocalist **Roberto Yanes** from the Argentine for the first time. Yanes, who has about four LP's in the CBS label, all big sellers here.

Local booker, Tony Chirold, has a one-hour weekly television show sponsored by an auto distributor, where he presents all the acts that he brings to Puerto Rico. He is responsible for the Sonora and Yanes appearances.

Sidney Siegel, president of Seeco Records, visited Puerto Rico for a short stay with Mrs. Siegel and their young daughter. Siegel was seen at the opening show of Seeco's biggest attraction, **Sonora Matancera**, 15 years with the label and with about 15 LP's in the catalog. New releases on Seeco include sets by **Celia Cruz, Afredo Sadel, Joe Cuba Sextet, Adilia Castillo, Los Riverenos** and a bossa nova album recorded in Brazil.

* * *

Editor note: Many executives of recording companies do visit Puerto Rico about this time of the year. If their publicity departments would only notify this writer in advance, I could report their visits and comments.

(Continued on page 36)

APRIL VERSE
TO FILL YOUR PURSE

Atkins, Addeo, Strings and Shaw,
All fine names on which to draw.
Stock'em, stack'em, rack'em all
And all through April have a ball.

Great Atkins album! Chet with inimitable guitar, . . and big-brother Jim singing smooth baritone. "Swanee River," "Heartbreak Hotel," 8 others. CAL/CAS-753

Addeo and orchestra give big sound to sunny favorites. "You Are My Sunshine," "On the Sunny Side of the Street," "Island in the Sun," 7 more. CAL/CAS-758

The Living Strings have never been so varied, so lovely. Lush orchestral background. "I Concentrate on You," "Whispering," "Twilight Time," 7 more. CAL CAS-755

Original performances by an all-time great in the "Big Band" era! Title theme, "Confessin'," "Gloomy Sunday," "Day In, Day Out," 6 other big ones! CAL-584

AMERICA'S BIGGEST ENTERTAINMENT VALUE

RCA CAMDEN RECORDS

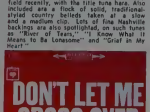
ALBUM REVIEWS

Billboard SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

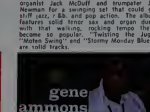
POP SPOTLIGHT
DON'T LET ME CROSS OVER
Carl Butler, Columbia CL 2002 (M); CS 8802 (S)

Carl Butler, an established country chart-maker, has a potential sellover disc-jockey field recently, with the title tuna here. Also included are a flock of solid, traditional-styled country ballads taken at a slow tock a medium clip. Lots of fine Nashville backings add to spotlighted, on such tunes as "Don't Let Me Cross Over," "Lonely Is As Means to Be Lonesome" and "Grief an My Heart."



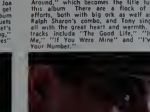
POP SPOTLIGHT
TWISTING THE JUG
Gene Ammons
Prestige PR 7238

Gene Ammons, the tenor sax star currently on top with his bossa nova LP, teams with organist Jack McDuff and trumpeter Joe Newman for a swinging set that could get stiff jazz, r &b- and pop action. The album features solid tenor sax and organ duets with that walking, rocking tempo that's currently popular. Included are such tunes as "Mohen Swing" and "Stormy Monday Blues" are solid tracks.



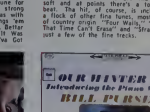
POP SPOTLIGHT
I WANNA BE AROUND
Tony Bennett, Columbia CL 2000 (M); CS 8800 (S)

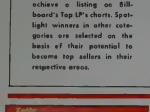
Tony Bennett has followed "San Francisco" with another sizable hit in "I Wanna Be Around," which becomes the title tune for this album. There are a flock of strong efforts, both with big ork as well as with the intimate backing of the Ralph Sharon Trio, all with the great heart and warmth. Better tracks include "The Good Life," "I'll Was Me," "I'll You Were Mine" and "I've Got Your Number."



POP SPOTLIGHT
OUR WINTER LOVE
Bill Pursell, Columbia CL 1992 (M); CS 8792 (S)

The magic of the Pursell piano is everywhere evident on this LP. The music is soft and at poises there's a touch of a beat. The hit, of course, is included and a flock of other fine tunes; most of them of country origin. "Four Walls," "A Wound That Time Can't Erase" and "Strangar" are just a few of the fine tracks.



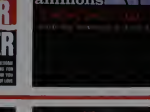


POP SPOTLIGHT
LET'S LIMBO SOME MORE
Chubby Checker, Parkway P 7027 (M); SP 7027 (S)

Chubby Checker has hit repeatedly with his series of dance-beaut albums in the last year and here's another that is a natural. It's the follow-up to his first Limbo album and it contains the title tune (a current hit) plus "Mamaw," "Oh Linda," "Twenty Miles Limbo" and others. Lots of solid material here.

POP SPOTLIGHT
THE BARBRA STREISAND ALBUM
Columbia CL 2007 (M); CS 8807 (S)

Barbra Streisand has a most persuasive album here that should draw an enormous amount of play from the jocks on the good sides. Miss Streisand is in top form on standard pleasing song in a most dramatic fashion. Those same jocks are going to go for the Streisand-sung title tune of "Happy Days Are Here Again" as well as many of the other tracks.

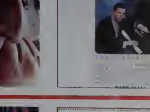


POP SPOTLIGHT
RUBY BABY
Dion, Columbia CL 2010 (M); CS 8810 (S)

The wild, hard-rocking Dion has enjoyed a smash with his first Columbia single. Inside the set are a flock of great sides both ustempo and more relaxed. He even does a moderately soft. "The End of the World," Skeeter Davis' current hit. Other standouts are "Lonely Teenager," "Sandy," "Runaround Sue," "I'll Cried Ever Come My Way," and he does a stand-out job on the old fashion hit "My Mammo."

POP SPOTLIGHT
THE END OF THE WORLD
Skeeter Davis, RCA Victor LPM 2699 (M); LSP 2699 (S)

Skeeter's biggest previous pop entry was an answer song, but now she's made it big with her own original hit. "The End of the World," it's close to the top of most charts right now and this album, bearing the same title, should have maximum impact. Among the best tracks are "Gypsy Heart," "A Lonely Life," "Why I'm Walkin'," "Let's Called Me Baby" and "My Coloring Book."



POP SPOTLIGHT
MY MUSICAL COLORING BOOK
Enoch Light & His Ork
Command RS 843SD (S)

A fine instrumental collection by the Enoch Light band, with sparkling orchestrations at outstanding aspect. The selections all have some aspect of color in their titles, as with "Yellow Bird," "Ruby," "Green Eyes," "Blue Room," "Purple Haze," etc. The placement of the instrumental choirs enhances the stereo effect, of course, in a highly commercial manner.

POP SPOTLIGHT
SHUTTERS AND BOARDS
Jerry Wallace
Challenge CH 616

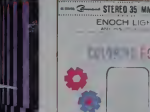
The title tune of this album was a big one a short while ago for the singer and the heartfelt tune other fine tracks by the lad. One of them, "Primrose Lane," is a current hit. Wallace is bound to go both country and pop with such tracks as "There She Goes Again," "Memory to Forget" and "Angel on My Shoulder" (covering either or both sides.

POP SPOTLIGHT
SURFERS' CHOICE
Dick Dale & the Deltones
Capitol DT 1886

Dale has picked up impressive power since being distributed by Capitol Records. The album should prove a big seller on the West Coast and there's a good chance that the sales will spread nationwide now. All the best-selling Dale singles are in this collection: "Peppermint Man," "Surfing Drums," "Surf Beat" and "Miserlou Twist" among them.

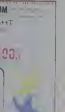
POP SPOTLIGHT
MILLION SELLERS DANCE HITS
Various Artists, Parkway 7028

Here's a hit package that's bound to get plenty of calls it puts on one LP the big hits of the past year with "Let's Twist Again" by Chubby Checker, "Mashed Potato Time" by Dee Dee Sharp, and a flock of others by Bobby Rydell, the Orlons and the Dovells. It's a winner.



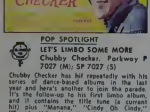
POP SPOTLIGHT
THAT STUBBORN KINDA'
Marvin Gaye, Tamla TM 239

This album features Gaye the singer-who scored with the title tune and "Hitch Hike" on the single hit. There's a good chance that this album could pull more sales for the artist from the same kind of audience. It's loaded with teen delights as far as the lyrics and sound are concerned. Besides the hits "Soldier's Plea," "It Hurt Me Too" and "Taking My Time" are tops.



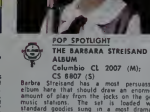
POP SPOTLIGHT
BLAME IT ON THE BOSSA NOVA
Eydie Gorme, Columbia CL 2012 (M); CS 8812 (S)

Eydie has her biggest single right now Columbia has found a solid vehicle for the gal with the bossa nova groove and her current hit, the title tune, sets off a whole program of the same beric insinuating rhythm. Her fans (including jocks aplenty) should dig "The Sweetest Sounds" "One Note Samba," "Melody d'Amour" and "Moon River."



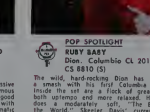
POP SPOTLIGHT
SING ALONG WITH JFK LAUGH ALONG WITH NIXON
Original Cast, Peprise R 6003

Here comes another album that good-naturedly spoofs the President and his manner of speaking. This is one of the most authentic discs to come along as yet, however, for the actual voices of Kennedy, Nixon and Eisenhower are included on this 50-minute long-playing disc. The majority of the tracks are, of course, out-of-context excerpts from Presidential messages which have been orchestrated for sing-along chorus.



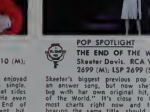
POP SPOTLIGHT
THIS IS MY COUNTRY
Mormon Tabernacle Choir
Columbia ML 5819 (M); MS 6419 (S)

The huge Mormon Choir is always to be reckoned with as a solid seller, and this newest package is certainly the kind of material that's bound to be sure-fire sales fodder. It's packed with patriotic material such as "The Star-Spangled Banner," "This Is My Country," "America," "The Maple Leaf Forever," the Canadian national anthem, "The Marseillaise" and others.



POP SPOTLIGHT
FOLK SONGS FROM THE HILLS
The Springfields, Philips PHN 200-076 (M); PHS 600-076 (S)

The British folk trio has clicked here with at least one single, "Silver Threads and Golden Needles," and has other album of farings. This set, however, marks their debut U. S. recording, and it was done in Nashville by the sparkling, tuneful arrangements of Bill Justis. Group has a tremendous following in the land on such cuts as "Greenback Dollar," "Sally Brown," "Midnight Special" and "Cotton Fields."



JAZZ SPOTLIGHT
MISTY
Eddie (Lockjaw) Davis with Shirley Scott
Moodsville MV 30

Shirley Scott and Eddie Davis, always a potent team in the Prestige label, swing again in the old groove, reunited after Eddie's return to the label from Moodsville which he found to fight and assist. ful; the music, for the most part, has a lighter easy touch. It "Misted on the Moon," "Misty," "Just Friends" and "Speak Low."

JAZZ SPOTLIGHT
JAZZ PREMIERE: WASHINGTON
Paul Winters Sextet, Columbia CL 1997 (M); CS 8797 (S)

Winters and group scored so powerfully with their first album, it bodes well that that this LP is bound to rack up potent sales. Again the group is distinguished with strong blowing from Winters himself on alto and Warren Bernhardt, piano; Dick Whitehill, trombone and Les Rout, baritone. "Shenandoah," "Count Me In" and "The Thumper," are some of the better tracks

ALBUM REVIEWS (continued)

Billboard SPOTLIGHT PICK

Pop LP Spotlights are these albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

CLASSICAL SPOTLIGHT

SHOWPIECES FOR THE VIRTUOSO ORCHESTRA

Cleveland Orchestra (Szell)

Epic SPM 1 (M); SPS 1 (S)

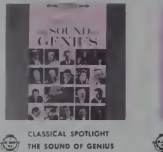
Here's a fine piece of specialty priced merchandise which elegantly showcases the Cleveland ork and its renowned conductor, George Szell who is also celebrating his Golden Anniversary on the podium. Works of Tchaikovsky, Wagner, Richard Strauss, Johann Strauss Jr., Mendelssohn and Strauss Sr. are included in the package, priced at $5.98 for both stereo and mono, should be a hefty seller and will annex big promotion.

CLASSICAL SPOTLIGHT

THE EXCITING DEBUT OF ANDRE WATTS

With New York Philharmonic (Bernstein). Columbia ML 5838 (M); MS 6458 (S)

Fresh young talent is the lifeblood of the record business and Columbia has a hot one in 16-year-old Andre Watts, who shot to fame via a TV appearance on Leonard Bernstein's TV concert and then filled in for ailing Glenn Gould at the Philharmonic concert. Here, playing the same Liszt concerto with the same orchestra, his vital and soloing are apparent. The national exposure makes this a strong item for fast sales.



CLASSICAL SPOTLIGHT

THE SOUND OF GENIUS (2-12")

Various Artists. Columbia SOA 1 (M); SOS 1 (S)

A tremendous collection of classical standouts on these two LP's, in a package that spotlights Columbia's vast stable of artists handsomely. Included are such as Bernstein Conducts, Francescatti, Szell, Walter, Stravinsky, Starker, Serkin, Casals, Gould, Ormandy and Leinsdorf. Also featured in the package is a 16-page booklet on how to build a classical library.

CLASSICAL SPOTLIGHT

SCHUBERT: SYMPHONY NO. 8 IN B MINOR; SYMPHONY NO. 3 IN D

Pittsburgh Symphony Orchestra (Steinberg). Command CC 11017 (M); CC 11017 SD (S).

The great Unfinished Symphony is played masterfully on this LP by Steinberg and the Pittsburgh Symphony Orchestra. The album should move along impressively. Steinberg and the orchestra have been most successful since coming to Command, and this set should only add to their laurels.

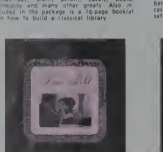
LATIN AMERICAN SPOTLIGHT

SONGS AND DANCES OF LATIN AMERICA

Luis Alberto Del Parana & the Trio Los Paraguayos

Philips PHM 200-067 (M); PHS 600-067 (S)

This group is a well known Spanish nightclub/boards with the exception of the music of South America. The singing group is witty, wise and winning. It carries off its material with flash and the inbred romantic quality expected of typical Spanish singing. One to stock moderately in Latin American neighborhoods.



FOLK SPOTLIGHT

LYNN GOLD

Warner Bros W 1495 (M), WS 1495 (S)

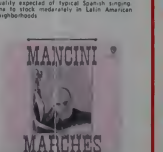
Lynn Gold is a young lady with a striking mourning soprano voice, attuned not to opera, operetta or the leader song, but strictly to the folk idiom. Accompanying herself on guitar with no further support, she offers a host of songs, many with an old world flavor and many too with a sweet, mournful cover touch. An interesting saga piece is "Ballad of Ira Hayes" as recorded by the songstress herself is "Papa Wrecks" of Jon Gnagy. The girl is well known along the folk club circuit and this initial recording can bring many more friends to the fold.

FOLK SPOTLIGHT

BEGINNING

Josh White. Mercury MG 60724 (M), SR 60724 (S)

Josh White remains a great force in the folk movement with his authentic, traditional folk blues sound. This brand-new package, recorded earlier this year, is comprised of material from the singer's 78 r.p.m. recordings made by White at the mid and late '20's "In the Evening," "Hesitin' Wolf" "My Father is a Husband Man," and "Blues Comes From Texas," are samples of the fare. The more exciting rough quality of the original meanings is absent and replaced by a more refined, urbanish touch, but fans and collectors will dig out the same.



BAND SPOTLIGHT

MANCINI MARCHES

Henry Mancini Conducting Warner Bros Band Warner Bros. W 1491 (M); WS 1491 (S)

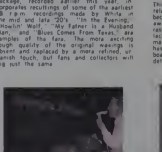
This is a reissue, but since the original release a few years ago, Henry Mancini has become a national figure, thanks to his award-winning efforts on Peter Gunn and Mr. Lucas, and the LP now has a glamor that was not present before. The Mancini brand of stirring marches are always solidly played. This LP has them, from Sousa through "The Ballboard" to "Cosmo Bogart." A band fan's delight. (Best track: "The Billboard March")

RHYTHM & BLUES SPOTLIGHT

BOSSA NOVA & BLUES

Freddy King. King 821

Here's a mighty potent package that could not arrive more in the &b market both should move right across into the pop chart. The album features King's great blues guitar on such items as "Bossa Nova Blues," "Hide Away," "Let's Work Together" and "Ah Ha!" The Bossa Nova Version Twist, "In the Mood" and "Walkin' The Dog" are also One Hundred Years' and Bossa Nova Blues.

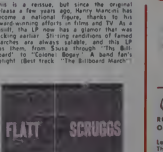


POLKA SPOTLIGHT

SPIEWAJCIE ZEMNA SINO WITH ME :3

L: I Wally. Jay Jay 1056

Just Fire Ring for the polka dancing. Positively speaking fans of the impressive pursuits of the big polka beat. The album features the Wally Orchestra and Chorus in 12 polka stomp with as well known singing of the title and handy little medley included with the album all aids for a grand polka party package.



COUNTRY SPOTLIGHT

THE ORIGINAL SOUND

Lester Flatt & Earl Scruggs Mercury MG 20773 (M); SR 60773 (S)

The famed bluegrass team has assembled or repurposed 12 tunes featuring sides that were recorded in 1948, 1949 and 1950. Lester Flatt's vocals and Earl Scruggs' five-string virtuosity at Earl Scruggs on banjo are a combination that has long been an opposition fans for everyone on such items as "Don't You Tell Me So," "Roll On My Sweet Baby" and "Foggy Mountain Breakdown."

★ NATIONAL BREAKOUTS

PAGE ONE ALBUMS

MONO

THE HAPPY BEAT . . .
Ray Conniff, His Ork & Chorus. Columbia CL 1949

RUBY BABY . . .
Dion. Columbia CL 2010

STEREO

OUR MAN IN BOSTON . . .
Arthur Fiedler & the Boston Pops. RCA Victor LSC 2599

LAWRENCE OF ARABIA . . .
Sound Track. Colpix SCP 514

OUR MAN IN NEW ORLEANS . . .
Al Hirt. RCA Victor LSP 2807

★ NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales action by dealers in their markets.

MONO

JUST TURN ME LOOSE . . .
George Maharis, Epic LN 24037

EDDIE FISHER AT THE WINTER GARDEN . . .
Ramrod RW 1

PORTRAIT OF MARTY . . .
Marty Robbins, Columbia CL 1855

HAIL THE CONQUERING HERO . . .
Pete Nero. RCA Victor LPM 2638

IT'S UP TO YOU . . .
Rick Nelson. Imperial LP 9223

LET'S LIMBO SOME MORE . . .
Chubby Checker. Parkway P 7027

JAZZ WORKSHOP REVISITED . . .
Cannonball Adderley Sextet. Riverside RM 444

THE KEYS TO HER APARTMENT . . .
Ferrante & Teicher, United Artists UAL 3247

THE NIGHT HAS A THOUSAND EYES . . .
Bobby Vee. Liberty LRP 3285

I WISH YOU LOVE . . .
Arthur Lyman. Hi Fi L 1009

FOLLOW THE BOYS . . .
Connie Francis, MGM E 4123

MIDNIGHT SUN . . .
Earl Grant, Decca DL 4338

STEVE ALLEN PLAYS BOSSA NOVA JAZZ . . .
Dot DLP 3480

ALL THE HITS—VOLUME 2 . . .
Dee Dee Sharp, Cameo C 1032

HARD TRAVELIN' . . .
Lester Flatt & Earl Scruggs, Columbia CL 1951

STEREO

BACK AT THE CHICKEN SHACK . . .
Jimmy Smith. Blue Note BST8 4117

ABRIVEDERCI, ROMA . . .
Jerry Vale. Columbia CS 8755

ALL ALONE AM I . . .
Brenda Lee, Decca DL 74370

STEVE LAWRENCE WHIMPERS . . .
Columbia CS 8753

PAUL AND PAULA SING FOR YOUNG LOVERS . . .
Phillips, PHS 600078

SPECIAL MERIT PICK

SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve especial attention in their commercial success within their respective categories of music.

POP SPECIAL MERIT

RIVERWIND
Original Cast

London AM 6001 (M); AMS 78001 (S)

The great caster of this 1917 Broadway show is features pleasing melodies and likeable adult lyrics, both the product of Paul Jennings. The show got mostly universally good reviews and the score proves to be a major factor. Album cast backers should be pointed this way.

POP SPECIAL MERIT

THE THREE SOUNDS PLAY JAZZ ON BROADWAY

Mercury MG 20778 (M); SR 60778 (S)

The Three Sounds, consistent winners in an instrumental jazz label have in summary set of performers here. The material is driven from current Broadway musicals and perfect for the group's style. Numbers of "Bye Bye Birdie," "Gypsy" and "Carnival" have also put some standout solos the result is a fine album for the progressive versions of "Gonna Build a Mountain" "Sweetest Sounds" and others in suit.

POP SPECIAL MERIT

THE 1963 SOUND OF HANK BALLARD & THE MIDNIGHTERS

King 815

King is Ballard's best album in some time. The set has a strong dance beat throughout and the material is there also. Ballard is a new generation of fans. The Midnighters' organ work is quite effective and the group get flashy on several tracks. Standouts are "Let's Go Steady Again," "Kathy Gonna Do" and "Watch and Learn."

POP SPECIAL MERIT

MY SON THE COPY CAT

Stan Ross. Dot/Ross DLP 1233

This album is in the same groove as the Allan Sherman set and Ross and his cast of impressionists present a fine collection of satiric songs sung to both originals and parodies of the best hits of the year. Cleverly done and with a big chance for good sales and exposure at the pop level.

HEADS YOU WIN
TAILS YOU WIN

DOUBLE the TAKE
with Tony's latest album

The fabulous follow-up to

CL 1869/CS 8669*

COLUMBIA RECORDS

Publicity: Mal Braveman / Promotion: Joe Petralia

*Stereo

Billboard TOP LP'S

★ STAR PERFORMERS—selections on Chart 9 weeks or less registering greatest upward progress this week.

150 BEST SELLERS—MONAURAL

This Week	Last Week	Title Artist Label	Wks on Chart
1	1	SOUND 3 SING OR THE JACKIE GLEASON SHOW Frank Fontaine RCA Victorian ABC 643	7
2	5	WEST SIDE STORY Soundtrack Columbia OL 5670	74
3	2	MOVING Peter Paul & Mary Warner Bros W 1473	18
4	4	THE FIRST FAMILY Vaughn Meader Cadence CLP 3060	15
5	3	RICHARD CHAMBERLAIN SINGS MGM E 3984	11
6	11	PETER, PAUL AND MARY Warner Bros. 1449	48
7	9	JAZZ SAMBA Stan Getz & Charlie Byrd Verve V 8452	70
8	8	MY SON, THE FOLK SINGER Allan Sherman Warner Bros W 1473	10
9	7	PUT ME IN THE MOON AND THE OSSIE DAVIS POPS Jan Howard & Orch. Kapp KL 1510	9
10	6	MOOG DRIVER & OTHER GREAT MOVIE THEMES Andy Williams Columbia CL 1940	46
11	12	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett Columbia CL 1540	20
12	13	GIRLS GIRLS GIRLS! Elvis Presley RCA Victor LPM 2631	10
13	10	BIG GIRLS DON'T CRY Four Seasons Vee Jay LP 1456	4
14	15	WALK RIGHT IN Rolling Stones Vanguard VRS 9183	4
15	16	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles ABC-Paramount ABC 435	21
16	17	PEPINO THE ITALIAN MOUSE & OTHER ITALIAN FOLK SONGS Lee Wiley, Eugene & Wendell	14
17	14	PAUL & PAULINE FOR YOUNG LOVERS Philips PHM 200078	7
18	27	YOUNG MEN, 21—GO HOME Moms Mabley Chess LP 1509	9
19	20	NEW FRONTIER Kingston Trio Capitol T 1889	15
20	18	BACH AT THE CRICKET SHACH Jimmy Smith Blue Note LT	7
21	25	LUNGO DARCY Cholmy Chesher Fantasy F 7030	15
22	19	THE VENTURES PLAY SELECTIONS FROM THE LONELY BULL & OTHERS Dolton DLP 3010	12
23	24	JOAO GILBERTO IN CONCERT Vanguard VRS 9118	20
24	29	OLIVER Original Cast, RCA Victor LOCD 2004	20
25	21	ALLEY CAT Bent Fabric, Dicty 140	12
26	22	HANDBELL RINGS Bethany Beal Orchestra CL 1921	12
27	28	STEVE LAWRENCE WINNERS! Columbia CL 1929	7
28	44	OUR MAN IN HOLLYWOOD Nervy Adams RCA Victor LPM 2684	3
29	37	JOSE JIMENEZ—OUR SECRET WEAPON Bill Dana, Kapp KL 1378	7
30	46	LAWRENCE OF ARABIA Sound Track Colpix CP 514	4
31	32	SHIVELLES GREATEST HITS Scepter SRF	7
32	23	I'VE GOT A WONDER Jimmy McGriff, Sue LP 1013	17
33	42	ALL ALONE AM I Brenda Lee Decca DL 4272	3
34	35	VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars Capitol T 1899	15
35	30	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles ABC-Paramount 406 418	49
36	26	SINATRA—BASIE Frank Sinatra & Count Basie Reprise R 1 6000	8
37	34	1961's GREATEST HITS BY BILLY VAUGHN Dot DLP 3697	9
38	39	GLORIA LYNNE AT THE LAS VEGAS STORMROCKER Everest MK 3366	7
39	50	WEST SIDE STORY Original Cast, Columbia OL 5230	120
40	31	THE SOUND OF MUSIC Original Cast, Columbia OSS 3450	120
41	33	SHERRY AND 11 OTHERS Four Seasons Vee Jay LP 1063	22
42	40	DOING THINGS BIG GREATEST HITS Lenny LP 3910	5
43	41	BAT CHANNEL GREATEST HITS ABC-Paramount ABC 418	22
44	45	CHUBBY CHECKER BIGGEST HITS Parkway P 7003	12
45	36	BYRDS Sound Track Warner Bros W 1480	15
46	48	WAGNER AND WILLING Andy Williams Columbia CL 1879	22
47	57	RAMBLIN' ROSE Hal King Sahl, Capitol T 1793	7
48	49	TIME OUT Dave Brubeck, Columbia CS 1397	116
49	38	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1130	225
50	60	CONCERTO 59 Harry Warren Jubilee JLP 3009	2
51	52	ALL STRINGSINGS ALONG Rene Cardona RCA Victor LPM 3630	2
52	53	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi Trio Fantasy 3337	2
53	72	THE NEW CHRISTY MINSTRELS IN PERSON Columbia CL 1941	2
54	55	THE BEST OF THE KINGSTON TRIO Capitol T 1798	20
55	54	BREAKFAST AT TIFFANY'S Henry Mancini RCA Victor LPM 2363	20
56	47	THE NEW CHRISTY MINSTRELS Columbia CL 1879	22
57	51	JOAN BAEZ, VOL. II Vanguard VRS 9094	89
58	59	EDDY'S CHOICE Bob Eddy Dot DLP 3706	2
59	127	BOSSA NOVA U. S. A. Dave Brubeck Quartet Columbia CL 1995	2
60	71	BACK TO THE 'BLUES' Billy Vaughn Interphon Dimension 5 33109	5
61	65	MEMORIES ARE MADE OF THESE George Chakiris Capitol T 1813	8
62	113	REMINISCING Buddy Holly Coral CXS 57135	3
63	56	OLDIES BUT GOODIES, VOL. 1 Various Artists Original Sound OSR 5001	101
64	74	BLUE HAWAII Elvis Presley RCA Victor LPM 2426	28
65	58	BOY CROSBY'S GREATEST HITS Monument MLP 8000	20
66	63	STOP THE WORLD—I WANT TO GET OFF Original Cast, London SW 84001	10
67	76	THE LONELY BULL Herb Alpert & the Tijuana Brass A&M 102	52
68	69	JOAO GILBERTO, VOL. 2 Vanguard VRS 9070	56
69	97	ANNIVERSARY SONGS Jerry Vale Columbia CL 1953	5
70	110	THE BEST OF JACKIE GLEASON Orch. Jackie Gleason Capitol T 1882	20
71	70	BIG BAND BOSSA NOVA Stan Getz Verve V 8494	6
72	122	THE LOVERS Mary Wells Motown 607	2
73	64	DEAN LAWLEY HEARTS Dot Wing Ding, Capitol T 1888	13
74	115	STEVE ALLEN'S FUNNY-FONE CALLS Dot DLP 3672	2
75	66	RELEASE ME Little Esther Philips Lenox LR 237	12
76	67	THE MUSIC MAN Sound Track Warner Bros W 1459	22
77	99	OUR MAN IN SAN FRANCISCO Limelighters RCA Victor LPM 2609	9
78	77	ANN CORIO PRESENTS HOW TO STOP FOR YOUR HUSBAND Nervy Lester and His Orch Gazette B 33106	8
79	61	HURRY HARRY AT THE VILLAGE GATE Blakey 1300	3
80	102	COLLEGE CONCERT Kingston Trio, Capitol T 1458	20
81	73	ALL THE HITS FOR YOUR DANCING PARTY Chubby Checker Parkway P 7016	22
82	75	THE PRESIDENT STRIKES BACK Mort Sahl Kapp KL 1372	11
83	62	PRETTY WARRIOR IN DUBUT Judee Sill Adam	2
84	109	MY FAIR LADY Original Cast Columbia OL 5090	262
85	86	DO THE BOSSA NOVA WITH BOBBIE BLAIN Atlantic 1397	4
86	124	BLOOD, SWEAT AND TEARS Johnny Colt Columbia CL 1738	2
87	92	DANCE WITH THE GUITAR MAN Duane Eddy RCA Victor LPM 2648	20
88	91	HISTORY OF THE BEAUTY Sound Track MGM 574	2
89	114	BIG BAND BOSSA NOVA Stan Getz & Bj Gil Command RS 844	2
90	128	YOU MAN IS BOSTON Original Cast, Elia Kazan Four RCA Victor LSO 2019	2
91	82	A SAINT OF HONOR Marlon Brando, Liberty LRP 3237	20
92	81	TELSTAR Tornadoes London LL 3279	2
93	68	HEAVENLY Johnny Mathis, Columbia CL 1351	183
94	90	DOUBT YOU'LL GOLDEN BEATS Liberty LRP 3245	21
95	101	ENCORE OF GOLDEN HITS Platters, Mercury MG 20875	158
96	95	JUMBO Sound Track, Columbia/MG 3868	12
97	88	PHAEDRA Sound Track, United Artists UAL 4100	5
98	112	HAPPY! Henry Mancini RCA Victor LPM 3539	36
99	125	YOU'RE THE REASON I'M LIVING Bobby Darin Capitol T 1964	2
100	87	LOVE IS A MANY SPLENDORED THING Four Aces Decca DL 8400	5
101	89	THE BEST OF BROADWAY Percy Faith Columbia CL 1449	20
102	78	THE BEST OF PERCY FAITH Columbia CL 1541	20
103	79	THE BEST OF THE KINGSTON TRIO Capitol T 1798	20
104	85	THE BEST OF THE LIMELIGHTERS RCA Victor LPM 2609	20
105	96	WALTZ TIME Lawrence Welk, Dot DLP 3499	9
106	94	BRENDA: THAT'S ALL Brenda Lee, Decca DL 4234	21
107	98	SNOFFIN' SAFARI Busch Bear Capitol T 1888	10
108	124	TWO TOWN JIMS OF THE SMOTHERS BROTHERS Mercury MG 20673	23
109	107	THE BEST OF SAM COOKE RCA Victor LPM 2333	20
110	116	THE STRONGMAN AND OTHER FUN SONGS FOR THE FAMILY Jerry Vale Columbia CL 1850 & 6063	20
111	142	BAT CHARLES STORY Atlantic 1398	2
112	123	BAD BOSSA NOVA Edmundo Ros & Orch. Pacific PO 7307	4
113	95	MR. RHINO Eddy Mathews, Kapp KL 1390	17
114	144	I HAVE BUT ONE HEART Jerry Vale Columbia CL 1797	2
115	—	THE HAPPY BEAT Ray Conniff Mr. Kirk & Chorus Columbia CL 1969	1
116	90	CAMELOT Original Cast, Columbia OSL 5070	210
117	75	TWO OF US Dave Brubeck Columbia CL 1836	20
118	83	THEMES OF THE AWARD BANDS Ray Bray & Cece Lenox Orch Capitol T 1815	9
119	122	BAPTISTERY Johnny Mathis Columbia CL 1915	32
120	99	HELL HOTEL PLAYS 17 HONKY-DUG INSTRUMENTAL HITS Smash SRS 67081	2
121	104	LET'S DO WITH THE BROTHERS Warner Bros W 1498	2
122	110	I'M A WOMAN Peggy Lee Capitol T 1887	2
—	—	HURT BABY Rose Colombo CL 2018	1
123	121	DUBUT OOLEY STUFF Coral CRL 57279	115
124	127	BEYOND THE PRAISE Original Cast Capitol W 1990	15
125	141	LONELY STREET Ray Charles, Columbia CLP 3020	2
126	129	WHAT'D I SAY Ray Charles, Atlantic 8053	12
127	80	HELLO YOUNG LOVERS Nancy Wilson, Capitol T 1767	17
128	132	AUDY WILLIAMS SHOW Columbia CL 1844	2
129	92	WAY FROM HIGH PLACE Tanya Franchi RCA Victor LM 2627	3
130	122	HE'S A REBEL Crystals, Philles PHLP 4001	2
131	128	HYMNS Tennessee Ernie Ford, Capitol T 750	215
132	125	MARIA Roger Williams, Kapp KL 1366	42
133	135	BOSSA NOVA Rancho Bailes, Lenox SLP 309	2
134	119	DEVIL WOMAN Andy Williams, Columbia CL 1910	2
135	145	SERGIO FRANCHI Mercury MG 20678	18
136	139	HALL IN NASHVILLE Chet Atkins RCA Victor LPM 3616	2
137	150	SOMETHING SPECIAL Tommy Edwards, Capitol T 1742	21
138	148	MC STROMBO Original Cast Capitol D 1693	49
139	—	POP GOES Chubby Checker Parkway P 7007	1
140	146	SOUTH PACIFIC Sound Track RCA Victor LOC 1033	249
141	137	BEST SELLERS BY RICK NELSON Imperial LP 9210	2
142	129	TENNESSEE ERNIE FORD SINGS FROM HIS SHOW OF FAVORITE HYMNS Capitol T 1794	2
143	68	YOUR TWIST BABY Chubby Checker Parkway P 7007	65
144	150	I'LL WALK WITH GOD Marie Lewis RCA Victor LM 2607	26
145	111	LITTLE ME Original Cast, RCA Victor LOC 1079	10
146	133	BOSSA NOVA MEETS TRADITION Charlie Byrd Brunswick BW 406	2

50 BEST SELLERS—STEREO

This Week	Last Week	Title Artist Label	Wks on Chart
1	1	WEST SIDE STORY Sound Track Columbia OS 2070	21
2	2	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6 8452	35
3	3	SINGS 3 FUN ON THE JACKIE GLEASON SHOW Frank Fontaine, Performance ABCS 643	5
4	4	MOVING Peter, Paul & Mary Warner Bros. WS 1473	18
5	7	PUT ME TO THE MOON & THE OSSIE DAVIS POPS Jan Howard & Orch. Kapp KS 3510	9
6	5	MOOG MYSTIC & OTHER GREAT MOVIE THEMES Andy Williams Columbia CS 8609	43
7	6	ZHAGTAL—BASIE Frank Sinatra & Count Basie Reprise RS-1000	7
8	11	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett Columbia CS 8469	20
9	17	PETER, PAUL & MARY Atlantic Stereo 1449	25
10	9	STRICTLY TONKS Robert Booker Columbia CS 8731	12
11	12	BIG BAND BOSSA NOVA Stan Getz & Bj Gil Command RS 844 SD	10
12	10	OLIVER Original Cast RCA Victor LSOD 2004	21
13	13	THE HUGH MAN Sound Track Warner Bros BS 1480	22
14	22	OUR MAN IN HOLLYWOOD Nervy Adams RCA Victor LSP 2684	3
15	16	THE SOUND OF MUSIC Original Cast, Columbia OSS 3450	120
16	19	RICHARD CHAMBERLAIN SINGS MGM E 4004	4
17	21	GYPSY Sound Track, Warner Bros WS 1488	8
18	24	1962's GREATEST HITS BY BILLY VAUGHN Dot DLP 25697	8
19	15	CAMELOT Original Cast Columbia OSS 5031	115
20	8	THE VENTURES PLAY TELSTAR & THE LONELY BULL & OTHERS Dolton BST 8017	9
21	27	WEST SIDE STORY Original Cast, Columbia OS 2001	90
22	25	MY FAIR LADY Original Cast Columbia OS 2015	148
23	31	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles ABC-Paramount ABCS 435	20
24	14	MY SON, THE CELEBRITY Allan Sherman Warner Bros WS 1482	9
25	18	BIG BAND BOSSA NOVA Edmundo Ros & Orch. Pacific PO 7307	4
26	27	EARLY BIRDS! EARLY BIRDS! Billie Poorly RCA Victor LSP 3491	4
27	34	BOSSA NOVA U. S. A. Dave Brubeck Quartet Columbia CS 8795	2
28	20	ALLEY CAT Bent Fabric, Dicty 30 140	12
29	28	THE HAPPY BEAT Ray Conniff Mr. Kirk & Chorus Columbia CS 8769	2
30	26	WARM & WILLING Andy Williams, Columbia CS 8679	10
31	24	THE NEW CHRISTY MINSTRELS IN PERSON Columbia CS 8741	2
32	23	WALK RIGHT IN Rooftop Singers Vanguard VSD 5136	2
33	29	JUMBO Original Sound OSS 5001	12
34	37	VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars Capitol ST 1899	15
35	41	BIG GIRLS DON'T CRY Four Seasons Vee Jay SR 1456	4
36	42	THE ITALIAN MOUSE & OTHER ITALIAN FOLK SONGS Lee Wiley, Eugene & Wendell	12
37	30	BOO HAH IN BOSTON Original Cast, Elia Kazan Four RCA Victor LSO 2019	2
38	33	LAWRENCE OF ARABIA Sound Track Colpix SCP 514	4
39	39	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AMS 84001	10
40	—	SING OUT Columbia CS 8190	70
41	36	THE CHUBBY CHECKER HITS Parkway P 7003	14
42	40	RAMBLIN' ROSE Hal King Sahl, Capitol ST 1793	7
43	45	MR. PIANO Duane Eddy, Kapp KS 3096	24
44	47	RAMBLIN' ROSE Hal King Sahl, Capitol ST 1793	24
45	49	BREAKFAST AT TIFFANY'S Henry Mancini RCA Victor LSP 2363	20
46	32	DOO WOP IN SAN FRANCISCO Limelighters, RCA Victor LSP 2609	2

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International News

• Continued from page 29

ITALY

Ri-Fi Adds New Golden Voices

By SAMUEL STEINMAN
Piazza S. Anselmo 3, Rome

Ri-Fi finds itself with sudden riches in top voices. In addition to marketing Aurelio Fierro's new King label, it has two of the top artists of San Remo, Coeki Mazzetti and Eugenia Filigatti, the latter the outstanding new voice of the year.

Although the carnival season is over, Columbia has thought of putting its spirit on a disk with "Carnival at Home" featuring four top vocalists and four instrumental groups. . . Philips is sponsoring the four-month European tour of South America's Al Korvin and U.S.A.'s Cut Barber, beginning with a Milan appearance and proceeding into Yugoslavia, Germany and Scandinavia. . . O.S. Bossa Nova with the voice of Augusthino is the Brazilian group being introduced here by Fonit.

Vis-Radio has come forth with 22 old Claudia Villa disks which have been reissued simultaneously. A new Italian group on same label is called the Little Boys. . . New TV light music shows will include "Jazz Gallery" featuring Zoot Sims, Les McCann, Charlie Byrd, Oscar Klein and others and four-part Line Renaud show with Renato Carosone making a comeback as a special guest. . .

With announcement of the new Cantagiro, musical tour of Italy with 11 singing stops culminating at Fiuggi, June 22-July 5, the talent discovery of last year's event, Donatella Moretti, has come along with a new RCA disk, "Until the End" by Joaquin Prieto, author of last year's top hit, "The Bride." Although the Melodicon label will continue, the company's name will hereafter be Phonogram. Principal disks are those of Philips. . . Fonit-Cetra, who shared time with Ben E. King on his TV special, has come along with "A Kiss and Then" and "We Play at Love" for Soarr which is also featuring Petula Clark's "Chariot."

Rino Lodo is back on the Italo scene after two years in South America. . . I Musici won top place in the First International Disc Festival at Monte Del Plata, Argentina. . . Latest festival-winning song is "I Won't Do It Again" by Desimone and Capotosti which won the Golden Sequin at Bologna's Festival of five years old.

Ella Fitzgerald has come out with two Verve LP's entitled "The Harold Arlen Song Book" "Sinatra and Basie" is the latest Reprise record. . . Liberty is the latest in the bossa nova sweepstakes with Si Zentner playing "Desafinado." . . Columbia has brought together France's top artists, Edith Piaf, Gilbert Becaud, Richard Anthony, Fran Poureel, Les Chats Sauvages and Theo Sarapo in an LP entitled "From a Juke Box Along the Seine."

Only vocal LP of the festival has been issued by Cetra with voices of Claudia Villa, Milva and Tonina Torielli. . . Sinatra war continues with records coming from Reprise and Capitol. At the moment the latter's albums are "The Best of Sinatra," Vols. I and II, and "Sinatra Sings."

RCA Italiana and Paramount will promote "Girls, Girls, Girls," known in Italy as "100 Girls and a Sailor," following all moviegoers who attend the Elvis Presley film to take their dated tickets within 24 hours to a record shop where the full admission price will be deducted from the selling price of the album of he film's sound track. . .

Having come out with the four disks of American jazz in the 1920's, Columbia has now placed them all in a leather-covered album for collectors. . . Tony Renis will sing his San Remo-winning song "One for All" in a new film about military life which DDL will make.

PHILIPPINES

Dance Finds Life in Words

By LUIS MA. TRINIDAD
264 Escolta, Manila

Leading Filipino literary works, translated in the dance medium and set to locally composed original music, will highlight next year's activities of the FEU Modern Experimental Dance Group under the direction and choreography of Rosalia Merino-Santos. . .

The premiere showing of "Binhi Ng Kalayaan," first opera on Rizal's life, had been postponed to June 19, the hero's birthday.

NORWAY

Reveal Royalties On Lesley Disk

By ESPEN ERIKSEN
Verdens Gang, Oslo

The quarrel between British-born pop-singer Lorne Lesley and her dickery Viking Music (which has resulted in Miss Lesley starting her own indie, Lorna Records) goes on. In answer to her charge that she had not received royalties for two records issued, the Viking diskery answered that the bookkeeping has just been finished. The sum Miss Lesley promised to Norway's Red Cross Children's aid—a sum, she said, which might reach 10,000 Norwegian kroner—has been revealed at Nkr 262.

Another foreign artist has left the Viking label, American-born singer Jack Dailey, who has moved to Per Gunnar Jensen's Manu label Dailey reached the Norwegian Top 10 last autumn with his recording of "No ol, no vin, no dram. . .

Amateurs

The amateur contest at the municipal non-alcohol serving restaurant Rondo has led to the discovery of more talent. Norsk Phonogram A-S has signed a group for its Philips label. The group is called the Vikings, and Philips has made six recordings. None has been issued yet. . .

"All Star Festival" has reached the top of the Norwegian LP parade, as compiled by the newspaper Arbeiderbladet. The record (bus advertised as "West Side Story" sound-track version on Philips, which is now runner-up. Third is the Elvis Presley RCA record "Girls, Girls, Girls!"

SPAIN

Market Feels French Impact

By RAUL MATAS
32 Avda. Jose Antonio
Madrid 13

French influence over the north of Spain and the south of France has been impregnated with many new Spanish names titles and hits through radio. The tremendous impact Richard Anthony made with "Fentend sifler le train" has prompted Spanish performers to do same song. "Quinientas Millas" is its name and it now is coming up so strongly that even Paco Arno's winner "Uno per tutte," by Tony Renis, has been stymied. Los TNT (Tim Nelly and Tony) from Italy (through Uruguay and Argentina) headed the group of favorites. . .

Also coming up strongly is the "Limbo Rock" as sung by Chubby Checker and the Spanish version made by the Duo Dinamico in Buenos Aires "Mamba" and "Baby Elephant Walk" also seem to be among future hits. . .

New Releases

Stateside launched "Loop de Loop" by Johnny Thunder. Barclay "Pregnero" (Stand by Me) and "La partida de futbol," with Dalida. Paul Anka is also making the world go round with "Lowe" (RCA) and Capitol issued Laurindn Almeida bossa nova LP.

BELGIUM

Wax Final Songs In Contest Prep

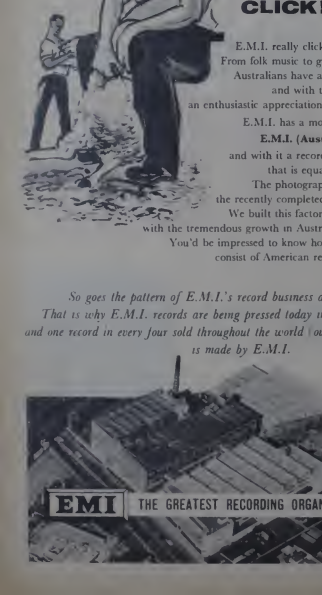
By JAN TORFS
Stuivenbergvaart 37, Mechelen

All six of the tunes involved in the Eurovision Song Belgian Finals have been recorded. The tunes selected as Belgium's entry in the test, "Waaromi" by Jacques Raymond, "Lia Marke's "Luister naar de wind" and "Saksisch Porcelein" have all been issued on Philips. Rina Pia waxed "Er speelt een orgel" for the Decca label. Jo Leemans recorded "Ik ben" for the Olympic label and Lieve Olga did the same with "Com amore." Fifteen of the 16 tunes to be presented in the Eurovision contest are now known and only the German song has yet to be chosen.

Luc Van Hoosselt wrote two new tunes with Benny Welton and Roger Danneels called "Diep in jouw hart" and "De Muur." The second tune titled "The Wall" in English, was inspired by the situation in Berlin. . .

"My Fair Lady" is still going strong in Antwerp. This week the 100,000th person saw it. It will continue to be presented in Antwerp until the end of April. The whole spectacle will move over to Ghent for another two months, while during the summer holidays, it goes to Ostend and then on a tour of Belgium. . .

Elvis Presley's latest picture here, "Girls, Girls, Girls," will



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Menuhin Concert Scores as Solo

Yehudi Menuhin, the world-famous violinist, scored one of his most impressive triumphs in Tel Aviv last week. The violin recital composed of solo works (without accompaniment), was played to a packed house of 3,000 at the Mann Auditorium.

ter released soon. **Margot Eskens** has two new songs called 'Ich bin wie ein Schiff' and 'Weisse Orchideen' on Polydor. At the end of this week. Discotrad will release the new recording by the Swedish guitar groups, the **Spotnocks**, called 'Hula Nagesla.'

Vera Lynn came out with a wonderful single, composed of different songs sung by the English troops during World War II.

Soeur Sourire (Sister Smile), the Dominican Sister of Fichermont near Waterloo in Belgium, who made herself an international name through her first album, just recorded 10 new songs for Philips. These are also written by herself and have the same freshness and originality as those of her first recording.

Young Belgian singer, **Robert Cogol**, famous through his first single "Si un jour," has waxed four new songs for the Philips label which came out wonderfully and no doubt that **Robert Cogol** has at least one hit among them so the future looks rosy for him.

Going up strongly are the **Rooftop Singers** with "Walk Right In" on the Fontana label.

Interesting newcomers this week were: "You're the Reason I'm Living" by **Bobby Darin** on Capitol, "Hey Paula" by **Jerry and Paula** on Philips and "Marya Ann Limbo" by **Chubby Checker** on Cameo-Parkway.

Another record of which we are expecting very much is "Una Noche" by the **Trio Venus** on Delta. The song is no older than a Spanish version of "Wonderland by Night," the former hit for **Bert Kaempfert**, but now sung in a very special hat outstanding style.

Interphono (distributors of the CBS label in Belgium) is busy continuing its campaign in releasing new records. This week was very rich in LP's. Among the most interesting were newcomers by **Ray Conniff, Doris Day, Percy Faith, Dave Brubeck** and **Mahalia Jackson.**

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DENMARK

Solid Score Run Up by Writers

By ARNE HANSEN,
11 Mathrebaen, Holte.

The Danish final in the Eurovision song contest became a triumph for composer-band leader Sven Gyldmark and writer **Sejr Volmer Sorensen.** This team was forced to withdraw their "Dag smukker med mig selv" (then favorite to first prize) from last year's contest, but this year they were back with Volmer-Sorensen's sort of jazz-oriented waltz, presented by husband and wife **Grethe and Jorgen Ingmann.** Mr. and Mrs. Ingmann will present "Dansevise" at the European finals in London March 23. Beside the Danish recording of the tune Grethe and Jorgen Ingmann will do a German and an English version as well for Metronome Records.

Writer Volmer Sorensen scored a triple victory. He also did the lyrics to tune No. 2, "Amigamia," composed by **Hans Schreiber** and sung by newcomer **Bjoern Tidmand,** and to "Pourquoi?" by **Boerge Nordlund** which came in No. 3, sung by **Birthe Wilke.**

The "West Side Track" sound track on CBS is still heading the LP best seller charts, but coming up since December is a reissue of 16 tracks by Danish jazz-pianist **Leo Mathiesen** and his groups from the 1940's. Odeon intends to release yet another LP of old Mathiesen tracks.

MEXICO

Ready Intensive Push for Madison

By OTTO MAYER-SERRA
Apartado 8688, Mexico City

After having started the rock and twist craze here, Rogelio Azcarraga, president of Discos Mexicanos, is starting a nation-wide promotional compaign for introducing the madison this month.

Bill Haley, who just received the Discos Mexicanos, an award for being the company's best-selling artist with his twist recordings, has recorded in the Orfeon studios an LP with different Madison tunes. A single with "Travelling West" and "Hughs Madison" (from the LP) will come out earlier.

Italian singer **Antonio Perioda,** the current best-selling artist here ("Al Di La"), appeared with great success during a week in a night club and TV programs. The **Churumbeles of Spain** started the recording of their fifth LP for RCA Victor Mexicana. The new company Discos Universales (Polydor-Philips) will start operations in July. **Francisco Cardenas,** recording manager of RCA Victor Mexicano, will attend in New York of the recording engineers of all the affiliated companies of RCA. On this occasion the new song "Dynagroove" will be demonstrated to them. . . . Gamma Record's best seller **Oscar Madrigal** recorded "Walk Right In."

SWEDEN

Talent Flows In, Scores Success

By HENRY FOX
Kungsgaten 56, Stockholm

Talent is flooding this country from all sides. Some 3,000 teenagers stormed the **Joey Dee** show at Royal Tennis Hall. **Thelonious Monk** gave a concert at Konserthuset wearing a fur cap while playing. Due this week is **Cannonball Adderley,** who will also have his own TV program here produced by **Lasse Sarri.**

EMI topper **Anders Holmstedt** returned recently from business talks in Finland. He noted that Capitol Records has had a better year in Sweden so far than in any other nation in Europe. He is also very high on "Twist in Minuett" written by **Thore Skogman** which finished No. 3 in the local song festival here. Finally, he said that EMI would be distributing the Blue Note and Artist labels formerly handled by Nordiska Musikforlaget.

Laila Halme will represent Finland in the London Eurovision Festival on March 23. She has recorded one Finnish tune "Muistojen Laulu" for RCA.

Alice Babs will have a dream come true when she records with Duke Ellington in Paris on the Reprise label.

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THE NATION'S TOP TUNES

HONOR ROLL OF HITS

FOR WEEK ENDING MARCH 23

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard's weekly nationwide surveys.

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	2	OUR DAY WILL COME	By Hillard Garson—Published by Rosewood (ASCAP)	5
2	4	END OF THE WORLD	By Dee Kent—Published by Summit (ASCAP)	5
3	9	HE'S SO FINE	By Mack—Published by Bright-Tunes (BMI)	3
4	3	YOU'RE THE REASON I'M LIVING	By Darin—Published by Adare (BMI)	8
5	5	RHYTHM OF THE RAIN	By Gummoe—Published by Sherman-DeVorzon (BMI)	8
6	1	WALK LIKE A MAN	By Crewe-Gaudio—Published by Saturday-Giradema (ASCAP)	8
7	16	SOUTH STREET	By Mann-Appell—Published by Kalmann (ASCAP)	3
8	8	BLAME IT ON THE BOSSA NOVA	By Mann-Weil—Published by Aldon (BMI)	6
9	6	RUBY BABY	By Lieber-Stoller—Published by Tiger (BMI)	8
10	10	WHAT WILL MY MARY SAY	By Vance-Snyder—Published by Elm Drive (ASCAP)	6
11	14	OUR WINTER LOVE	By Cowell—Published by Cramart (BMI)	4
12	13	IN DREAMS	By Orbison—Published by Acuff-Rose (BMI)	5
13	12	ONE BROKEN HEART FOR SALE	By Blackwell-Scott—Published by Presley (BMI)	5
14	7	HEY PAULA	By Hildebrand—Published by LeBill-Marbill (BMI)	10
15	11	WILD WEEKEND	By Shannon-Todaro—Published by Shan-Todd & Trapper (BMI)	7
16	28	I WANNA BE AROUND	By Vimmerlieb-Mercer—Published by Commander (ASCAP)	5
17	27	ALL I HAVE TO DO IS DREAM	By Bryant—Published by Acuff-Rose (BMI)	2
18	15	MAMA DIDN'T LIE	By Mayfield—Published by Curtom (BMI)	7
19	18	ALICE IN WONDERLAND	By Sedaka-Greenfield—Published by Aldon (BMI)	5
20	20	LET'S LIMBO SOME MORE	By Mann-Appell—Published by Kalmann (ASCAP)	4
21	23	LET'S TURKEY TROT	By Griffin-King—Published by Aldon (BMI)	3
22	19	WALK RIGHT IN	By Darling-Svanoe—Published by Ryerson (BMI)	10
23	—	LAUGHING BOY	By Robinson—Published by Jobete (BMI)	1
24	21	GREENBACK DOLLAR	By Axton-Ramsey—Published by Davis (BMI)	4
25	—	DON'T SET ME FREE	By James Jones—Published by Tee-Pee (ASCAP)	1
26	—	BABY WORKOUT	By Wilson-Tucker—Published by Merrimac (BMI)	1
27	24	BUTTERFLY BABY	By Mann Appell—Published by Kalmann (ASCAP)	3
28	—	DO THE BIRD	By Mann-Appell—Published by Kalmann (ASCAP)	1
29	—	TWENTY MILES	By Mann-Love—Published by Wanoree-Kalmann (ASCAP)	1
30	29	BOSS GUITAR	By Hazlewood-Eddy—Published by Lindsmar (BMI)	2

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RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. **OUR DAY WILL COME** — Eddie Cano, Reprise 20141; Rod and the Rotunettes, Kapp 561
2. **END OF THE WORLD** — Skeeter Davis, RCA Victor 8090; Mills Brothers, Dot 16451
3. **HE'S SO FINE** — Chiffons, Laurie 3152.
4. **YOU'RE THE REASON I'M LIVING** — Bobby Darin, Capitol 4897.
5. **RHYTHM OF THE RAIN** — Cascades, Valiant 6026.
6. **WALK LIKE A MAN** — Four Seasons, Vee Jay 485.
7. **SOUTH STREET** — Orions, Cameo 243.
8. **BLAME IT ON THE BOSSA NOVA**—Eydie Gorme, Columbia 42461.
9. **RUBY BABY**—Cindy Brennan Swan 4009, Dion, Columbia 42462; Drifters, Atlantic 1089
10. **WHAT WILL MY MARY SAY** —Johnny Mathis, Columbia 42466.
11. **OUR WINTER LOVE** — Anita Bryant, Columbia 42270; Bill Pursell, Columbia 42619.
12. **IN DREAMS** — Roy Orbison, Monument 806.
13. **ONE BROKEN HEART FOR SALE**—Elvis Presley, RCA Victor 8134.
14. **HEY PAULA**—Paul & Paula, Philips 35017.
15. **WILD WEEKEND** — Rebels, Jessa 4115.
16. **I WANNA BE AROUND** — Tony Bennett, Columbia 42434.
17. **ALL I HAVE TO DO IS DREAM**—Richard Chamberlain, MGM 13121.
18. **MAMA DIDN'T LIE** — Jan Bradley, Chess 1845; Fascinations, ABC Paramount 10187
19. **ALICE IN WONDERLAND**—Ned Sedaka, RCA Victor 8137.
20. **LET'S LIMBO SOME MORE**—Bobby Checker, Parkway 852.
21. **LET'S TURKEY TROT** — Little Eva, Dimension 1006.
22. **WALK RIGHT IN**—Momento Etc. 5099, Rooftop Singers, Vanguard 35017
23. **LAUGHING BOY**—Mary Wells, Motown 1039.
24. **GREENBACK DOLLAR**—Hoyt Axton, Horizon 562, Kingston Trio, Capitol 4894; Merle Haggard, Singers, Memories Tidal, Kingston Colpix 1666
25. **DON'T SET ME FREE**—Ray Charles, ABC Paramount 10405.
26. **BABY WORKOUT**—Jackie Wilson, Brunswick 55239
27. **BUTTERFLY BABY** — Bobby Rydell, Cameo 244
28. **DO THE BIRD**—Dee Dee Sharp, Cameo 244
29. **TWENTY MILES** — Chubby Checker, Parkway 862
30. **BOSS GUITAR**—Duane Eddy, RCA Victor 8137

MOMOMO
Will fly to the top!
I'M GETTIN' SENTIMENTAL OVER YOU (Bossa Nova)
BURT FARBER
and His New Piano Sound
FELSTED
Either Side a Hit!
BROKEN DATE
b/w
Broken Date—Bossa Nova
FRANK HUBBELL & HUBB CAPS
TOPIX
WHO'S SORRY NOW!
LLOYD PRICE
ABC-PARAMOUNT
MILLS MUSIC, INC.

"I'M A SOLDIER BOY"
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VJ 487
Vee Jay RECORDS
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"IT WAS SO NICE WHILE IT LASTED"
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BILL HALEY
and the Comets
UP GOES LOVE
b/w
TENOR MAN
Newtown #5013
NEWTOWN RECORDS
6625 N. Broad St., Philadelphia, Pa.

BREAKING IN ALL MARKETS!
BARBARA LYNN
"DON'T BE CRUEL"
b/w
"You Can't Be Satisfied"
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the place to be . . . April '63

Billboard's

BIG SPRING "PROGRAMMING & TALENT" SPECIAL

issue

designed for broadcasters:
industry's most exciting session of the music industry

[illegible]

[illegible]

[illegible]

TIME WAS NEVER BETTER — THE VALUES NEVER GREATER

ad deadline: March 25th

[illegible]

PROGRAMMING:

A vastly expanded and comprehensive study of Radio Station Program Practices . . . with data acquired through scientifically conducted direct-mail surveys:

- Average deejay hours on the air
- The "who" behind record selection
- Records' share of broadcast time
- Share—by type of music
- Frequency of play
- Basis of selection
- Sponsorship patterns

AND . . . pre-convention announcements and agenda notes pertaining to the

NAB (NATIONAL ASSOCIATION OF BROADCASTERS)

Chicago Convention, March 31 through April 4 . . . with free distribution of this special "Programming & Talent" issue to all Convention attendees.

TALENT:

- Famous Artist Biography Section
- Detailed management, label and record data on each artist
- Top artist background material for deejay "chatter"
- Talent buying facts and figures

FORMAT:

Billboard's new slick paper, offset format now allows this special "Quarterly" to be produced in full Billboard page size . . . at absolutely no cost increase over previous page rates for this special issue which were less than half the size!

PLUS . . . a FREE second color on all units of one page or more.

Many Physicians Stop Smoking . . .

PARIS (Mar 22) Centre de Propagande Anti-Tabac reports 88,648 heavy smokers (of whom many are physicians) have stopped smoking, thanks to a new formula (Pronascity) which reduces the urge to smoke. Those who wish information about this new method of breaking the tobacco habit may receive a free Brochure tax long as the supply lasts) by sending their name and address to: Anti Tobacco Center of America, 366 Fifth Ave., Dept 17931, New York 1 N Y. Advertisement

"PEACE IN THE VALLEY"

THE HARRY SIMEONE CHORALE

From the Album

"SING WE NOW THE SONGS OF FAITH"

20th RECORDS FOX

CLUB LONG ISLAND RECORDS
668 Haight St. UN 3-9768
S.F., Calif. SA 2-8306

—SMASH HIT—
Already Passed 50,000
"GROOVING LIGHTLY"
1. Emit Kennedy, Jr.
MOVING VERY FAST

"HOLD MY HAND"
2. Emit Kennedy, Sr.
ALSO VERY HOT

"LATE FREIGHT TWIST"
3. Floyd Dixon
Guess What that can easily make a dent!

An Overnight Smash!

THOSE GOLDEN OLDIES

by

MARCY JO and EDDIE RAMBEAU

S-4136

Six Great Oldies in One New Hit

Please Note Our New Home!

SWAN RECORDS

N.W. Corner 8th & Fitzwater St.
Philadelphia 47, Pa. MA 7-1500

• ALBUM REVIEWS

• Continued from page 38

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by full board of Review Panel and its sales potential is rated number one category of mused. Ratings of only the outstanding LP's of the week are published, including all receiving a 4-Star review or better. The reviewing attention on albums with the greatest sales potential. Full review staff is presented for Spotlight Picks or Special Merit Picks. Send all 4-Star LP's are listed under their respective categories.

JAZZ SPECIAL MERIT

FATHEAD COMES ON
Dave Newman Atlantic 1309 (M) Here's a nice, uncomplicated band of swinging jazz put by Ray Charles' old man on the reeds "Fathead," fronting two different groups one is rhythm with trumpet and the other just rhythm, shown his versatility by blowing alto and flute on the various tracks. Disc particularly in the groove on "Cherokee" and "Lover" of a while back. "Uptown My Heart," which has an extended flute solo. Others include "Hello There," "Lady Bay" and "Scuffle."

JAZZ SPECIAL MERIT

THAT'S HOW I LOVE THE BLUES!
Mark Murphy Riverside RM 447 (M)
Singer Mark Murphy has been on the scene for a good spell but he has seldom had a better showcase than this, wherein evidentally, is almost as strong in the pop vein as in jazz. Nothing material spare but fine arrangements by Al Cohn which highlights organ and trumpets, he offers with taste, items like "Goin' to Chicago Blues," "Jelly Jelly Blues" and "Butter Beans Blues." Good was that can easily make a dent!

JAZZ SPECIAL MERIT

SONNY CRISS
Impact LP 9255 (M)
Those who have long looked for the final environment of a artist who can't decide if he is most interested in the alto or piano. The artist, who turns pro-jazz this album, during the reign of Charlie Parker plays vivid, extraordinary assist on piano here as accompanist and jumps by thrusting set'em. Standards form the basis of the material.

CLASSICAL SPECIAL MERIT

PROKOFIEV TWO SONATAS FOR VIOLIN AND PIANO
Joseph Szigeti, Violin, Artur Balsam, Piano
Mercury MG 50319 (M); SR 90319 (S)
Joseph Szigeti, violin virtuoso collaborated with Prokofiev's music, so this etching of the composer's two sonata pieces can be regarded as authentic in style and spirit. Szigeti's playing of the violin is impeccable in technique and the result is a highly interesting disk. The only competitive versions of the sonatas features David Oistrakh on the Bruno label.

CLASSICAL SPECIAL MERIT

BEETHOVEN TRIO NO 6 IN B FLAT MAJOR, OP 97
Horszowski-Voyhcevsky Trio, Philips PHM 500-016 (M), PHS 900-016 (S)
Beethoven's best performance on the Philips label is that of Germany, this disk is distinguished by the wonderful cello playing of Pablo Casals, who is admirably partnered by Horszowski on piano and Yehudi on violin. The trio is easily Beethoven's most popular trio, and this becomes one of the most desirable of the several available versions.

COMEDY SPECIAL MERIT

THE ABSURD IMPOSTERS
Jim Carle & Jack Burns
Warner Bros. W 1494 (M), WS 1494
There ain't much humor wild gimmicks on this newest (or perhaps the oldest) approach to comedy, but Carle & Burns are masters at putting the unsuspecting on an hilarious spoof of all of television's series. Our station operator's help in storming a television station to get a scoop on the movie "Ivy" or interviewing another case they argue with a San Francisco barber on the fact that "You don't mean to say we're in San Francisco do you? I mean we're really in New York Somehow or other nutty interview the hidden tape machine in hidden camera, and not the kind to be heard on his on-the-air appearances, but the fans already if all get. Showing Campbell in a strip poker game with fun companions will catch lots of looks.

FOLK SPECIAL MERIT

SING OUT! HOOTENANNY
Various Artists. Folkways FN 2513
Many collectors will regard this as a gem. The set consists of early performances, going back as many as 20 years, of such stalwart folk songs as Woody Guthrie's Tom Joad, Leadbelly's Midnight Special, Pete Seeger's and various acts appearing groups. Of these, Pete Seeger appears most often including two theme songs and a solo. Brian Silber and full texts of all the material are included

INTERNATIONAL SPECIAL MERIT

TAHITIAN PARADISE
Eddie Lund & His Tahitians
ABC Paramount ABC 444 (M); ABCS 444 (S)
Each year many many polynesian flavored albums appear, but here's one that stands out a bit over the rest for its authentic flavor, good vocal performances, the traditional rhythm and fine ukulele guitar and percussion backing. Lund is a ukulele player of prominence who has performed there and many work among the natives of the islands. He has good mood and a real mele sing

SPECIALTY SPECIAL MERIT

INSIDE SINA
Sharon Sheeley
This weeks bi purport to be a memoir made at a meeting of the Sunrise Hill Society by Sharon Sheeley, a young lady who has been in the music business for several years. Miss Sheeley has written a number of songs, including the hit, "Poor Little Fool," and has been a singer herself. Her memoir is a humorous account of her experiences in the music business, including her meeting with Ricky Nelson, whom she married. Miss Sheeley's memoir is a humorous account of her experiences in the music business, including her meeting with Ricky Nelson, whom she married.

POLKA SPECIAL MERIT

POLKA STARS ON PARADE
Various Artists Joy Joy 1039
It may not be the best way to see the polka stars in person, but it's certainly a worthy substitute. Each of the 12 artists on each track would give a good account of himself in person. The tunes seem mainly to be standard polka fare, with nothing to distinguish them for polka parties.

4-STAR REVIEWS

The 4-Star rating is awarded here albums which have strong sales potential and which contain outstanding performances by recognized artists, or new artists showing exceptional talent.

POPULAR

★★★★ HERE THEY ARE! THE GOLDCOAST SINGERS
World Pacific 1806

★★★★ THE CONTEMPORARYS
FIVE & GUILT
Horizon WP 1815

★★★★ SOUL MUSIC
Rhythm Brothers, Challenge CH 617

★★★★ THE FOUR SAINTS
Warner Bros. W 1477 (M)

★★★★ SOUND COLORS UP
Cliff Daphney, Decca-Ampheo DA LP 2011 (S)

★★★★ EASY DOES IT
The Jack Davis Quartet. Warner Bros. W 1492 (M); WS 1492 (S)

★★★★ CHARLIE BIRD BASSA-SOMBA BOSSA
Everest 5216 (M); 1216 (S)

★★★★ THE LIT FYANSS TRIO
Capitol T 1807 (M); ST 1807 (S)

★★★★ STEEL AND STRINGS
Jimmy Day, Philips PHM 200-075 (M); PHS 600-075 (S)

★★★★ MUSICAL MOODS OF THE MONA LISA
Various Artists MS-Paramount ABC 448 (M); ABCS 448 (S)

★★★★ THE SURFERS HIT MOVIE SONGS AND OTHER EXOTIC ISLANDS
Warner Bros. W 1493 (M); WS 1493 (S)

JIMMY RUSSELL
★★★★ Bossa Breezing (Brown, ASCAP-12:43); DORIAN 107

THE PIMPERS
★★★★ Three Little Fishies (Jay, ASCAP-2:35); COLPIX 640

JAZZ

★★★★ ONE WAY
John Gray, Capitol T 1852 (M); ST 1852 (S)

★★★★ JAZZ
The Johnny Griffin Trio. Workshop Jazz 204

★★★★ JAZZA NOVA
Paula Alencar and His Brazilian All-Stars. Atco 33-150 (M)

★★★★ WILD BILL DAVIS
Imperial LP 9281 (M)

★★★★ OUT
Jack Sheldon and his Quartet. Capitol T 1851 (M); ST 1851 (S)

CLASSICAL

★★★★ OPERATIC ARIAS BY RANCO CIMARELI
Angel 35910 (S)

FOLK

★★★★ FOLKSONGS OF THE CATSKILLS
Barbara Mowery, Harry Siemers. Folkways FH 5311

★★★★ UNCLE DAVE MACON
RBF RF 51

COUNTRY

★★★★ PICKIN 'N' GRINNIN'
Bluegrass Hillbillies ABC-Paramount ABC 446 (M); ABCS 446 (S)

SACRED

★★★★ THE COUNTRY GOSPEL SINGERS
Happy Hearts LPH-100

SPOKEN WORD

★★★★ THE POEMS OF ROBINSON ROBERTS
Folkways FL 9762

COLLECTED MUSIC HALL SWEETHEARTS
Gladys Lucy and Julie Hayden Folkways FL 9811

POLKA

★★★★ DANCING FINGERS
CU Waltz, Jay Jay 1855

★★★★ POLKA SOUVENIRS STYLE
Tony Cimerro and his Orch. Jay Jay 1851

LITTLE BAND OF GOLD
James Gilreath
JOY 274
JOY RECORDS

"JUST AS I THOUGHT"
WILLIAM BELL
Stax 135
Distributed by
ATLANTIC RECORDS
1841 B'way, New York 23 N Y

SMASH!!!!
WHAT A GUY!
THE RAINDROPS
Jubilee 5444
Nationally distributed by
JAY-GEE RECORD CO. INC
315 W 48th St. N Y 36, N Y

POLKA

★★★★ Willy Polka Traditional (3:32)—★★★★ Wash Dickie Trads (unissd 3:04); GATEWAY 703

RELIGIOUS

★★★★ EET THEIR DOWN SING
Shuttle Band and Chorus. Eddie Batterton, Dir. Chorus. Jay 35

★★★★ CATHOLIC HYMNS
St. Charles Choir (Paul Salamunovich Cond.) Imperial LP 9130 (M).

CHILDREN'S

★★★★ LETS GO TO THE ZOO
Diplomat 9012

★★★★ LETS GO TO A MOTHER GOOSE WONDERLAND
Henry Tabone and David Grosser Diplomat 9012

★★★★ LET GO TO THE CIRCUS
Diplomat 9012

LIKE A BIRD

Op Song Leads Sid Merry Chase

NEW YORK — The travels and travails of a record in its way to exposure and sometimes become dizzying, as in the case of a current up-coming Epic release of The Op Song, by Jimmy Kelly and the Op Birds.

Originally cut in 1962 the disk was done for small Dana label. Mills subsequently leased the disk out to Astra Records.

The record just seemed to disappear and Virgil Dana of Mills said last week "Then it turned up recently on the Cleveland label. Even though I hadn't put it out this time I began getting calls from distributors, and they saw the tune was in my Diana Music firm.

"I ran the record down to the label and when Dan Kapsilik, Epic's A&R man, Morgan heard it this week it Now it's coming out on Epic, its fourth label. I hope it's a hit this time

HOT 100

11 SMASHEROOS

FROM ABC-PARAMOUNT THE "HOUSE OF HITS"

RAY CHARLES
DON'T SET ME FREE
THE BRIGHTEST SMILE IN TOWN
ABC-10405

TOMMY ROE
THE FOLKSINGER
COUNT ON ME
ABC-10423

THE PERCELLS
WHAT ARE BOYS MADE OF?
CHEEK TO CHEEK
ABC-10401

LLOYD PRICE
WHO'S SORRY NOW?
HELLO, BILL
ABC-10412

STEVE ROSSI
ONE MAN SHOW
MR. JONES, I LOVE YOUR DAUGHTER
ABC-10414

THE APPALACHIANS
BONY MORONIE
IT TAKES A MAN
ABC-10419

THE IMPRESSIONS
I'M THE ONE WHO LOVES YOU
I NEED YOUR LOVE
ABC-10386

BETTY O'BRIEN
TRUE, TRUE LOVE
IS THAT THE WAY YOU PLANNED IT?
ABC-10410

THE COTILLIONS
SOMETIMES I GET LONELY
ONE OF THESE DAYS
ABC-10413

DON DAY CURTIS
DON'T SIT UNDER THE APPLE TREE
THE STORY OF JANIE
ABC-10416

ANN MARIE
ALWAYS A BRIDESMAID b/w **DAVEY**
ABC-10418

Manufactured in Canada by Spartan of Canada Ltd.

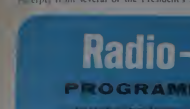
BIGGER "HITS" AND BIGGER PROFITS – FOR EVERY DEALER, OPERATOR, ONE-STOP AND RACK-JOBBER!

ABC-PARAMOUNT

ABC-PARAMOUNT FULL COLOR FIDELITY

Many Stations Get Bad Taste in Mouth Over JFK Take-Off Diet

NEW YORK—Record buyers may be ready to "Sing Along With JFK," but they may have to find the tune without any help from their local radio station. A check of some of the key markets around the nation has revealed that several stations have adopted a no-plus policy on the latest Reprise album offering "Sing Along With JFK," as well as other new take-offs. One side of the Reprise album features recorded excerpt from several of the President's most important speeches interspersed with a song-along chorus.



Eddie Clark, program director of WHK Cleveland (Metromedia-owned), told Billboard that as a result of this latest over drive by the record makers, "no albums or singles that feature any take-offs on the President of the United States or his family will be played now or any other time on WHK."

Clark emphasized that he feels the record companies turning out this type of comedy "are deprecating the nation's leader at a critical time in our history—whether the intent be just to have some fun or not."

WIND's program chief Guy Harris made this comment about the Reprise effort and Kennedy take-offs in general. "The Sing Along with JFK" album is definitely in poor taste," said Harris.

He added: "We even stopped playing 'The First Family' album here at WIND (WBC, Chicago) a month ago and received it in order to avoid running the gimmick into the ground. The same holds true with all of this follow-up-imitation material, the record people are running the gimmick into the ground."

Mo Ostin, general manager of Reprise, feels the most important factor governing the matter is intent in the way in which the material is presented. "The album was never meant to be disrespectful. It was presented to the public in the spirit of good fun," said Ostin.

Ostin went on to say that he thought the "Sing Along With JFK" album left a lasting impression in the importance of the words of the President.

"It's cleverly conceived and we feel that in a free country such as ours satire has always had a wide acceptance," Ostin said.

"The holier-than-thou attitude of the critics of the album take-off on the President is not understandable after the overwhelming acceptance of 'The First Family' with Vaughn Meader and similar comedy sets.

(Continued on page 45)

Industry Staffs Panels For College Radio Meet

NEW YORK—Undergraduate operators of campus commercial stations will be flocking to New York to participate in the Second Collegiate Broadcasters Conference scheduled Thursday and Friday, March 21 and 22, under sponsorship of the International Radio and Television Foundation.

In a program put together by IRTS committee headed by John W. B. Sullivan, WNEW vice president, the collegiates will have the opportunity of learning the ins and outs of station operations during several panel discussions and getacquainted luncheons.

A group of top industry spokesmen will discuss station operations and answer questions submitted by delegates during the first panel discussion slated for 10 a.m. Thursday.

Panel Members

The panel will include: Mark Olds, general manager, WINS, N. Y.; moderator; Bill Schwartz, program director, WNBC N. Y.; and H. S. (Hank) Basayne, program manager KCBS, San Francisco, programming; Stephen F. Tenney, president, Gotham Audio Development Corporation, engineering; Ray Green, general manager, WFIL Philadelphia, FM broadcasting; John J. (Chick) Kelly, director advertising and promotion, Storer Broadcasting, Miami Beach promotion, and Lee Hanna, news director, WNEW, N. Y. news.

Thursday's luncheon speaker will be Melvin Goldberg, vice-president, research, national Association of Broadcasters. Delegates will then be broken up in groups and given an opportunity to visit CBS radio and television.

NYU HOST FOR RADIO PARLEY

NEW YORK — New York University's WNYU and WCAG are host stations for the annual Intercollegiate Broadcasting System Conference to take place Saturday at the University Heights Campus.

More than 200 college radio stations across the country will be represented at the day-long confelave.

WNEW and a tape recording studio.

Friday the college radio operators will attend a panel discussion on career opportunities in radio and television.

Answers

On hand to answer the vital questions on "How to break into ..." will be Lawrence Della Corte, personnel director, Doyle, Dane and Bernbach, advertising agency; Shirlee Burish, Broadcast Personnel Associates, and J. Noel Deutscher, manager, organization development, NBC. The 10 a.m. to noon discussion will be moderated by Dominic Dunn, program director, WINS, N. Y.

In a conference wind-up session Friday afternoon, collegiate broadcasters will swap ideas on station operations. The students will be assisted by a panel of experts and Stephen B. Lahnan, vice-president and general manager, WMCA, N. Y. will moderate.

READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are the disks from the station's record library.

BEST TRACKS
FROM THE NEW SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by Billboard's reviewing panel in this week's issue containing the week's new LP Spotlights

POPULAR

LET'S LIMBO SOME MORE—Chubby Checker (Parkway P 102, LP 7001) "Mamaloi"

I WANNA BE AROUND—Tony Bennett (Columbia CL 2008, CS 8808) "The Good Life"

THE END OF THE WORLD—Skeeter Davis (RCA Victor LPM 2809, LSP 2809) "Why I'm Walking" (BMI) (2:45)

BLAME IT ON BOSSA NOVA—Eydie Gorme (Columbia CL 2017, CS 8817) "The Sweetest Sounds" (Williamson, ASCAP)

OUR WINTER LOVE—Bill Pursell (Columbia CL 1992, CS 8792) "Four Walls"

MY MUSICAL COLORING BOOK—Enoch Light & The Light Brigade (Command RS 848SD) "Yellow Bird"

THE BARBARA STREISAND ALBUM—(Columbia CL 2047, CS 8847) "Happy Days Are Here Again"

FOLK SONGS FROM THE HILLS—The Springfields (Vee Jay LP 1090(S), RMS 603-076) "Midnight Special" (PD) (2:25)

SING ALONG WITH JFK LAUGH ALONG WITH NIXON—Original Cast (Reprise R 6003) "Alliance for Progress" (Lido)

SURFER'S CHOICE—The Pyramids (Imperial LP 9280, LP 12280) "Penetration"

DON'T LET ME CROSS OVER—Carl Butler & Pearl (Columbia 41 4-42,142) "Life to Me" (Tree-Unichappell, BMI) (2:26)

THAT STUBBORN KIND O' FELLOW—Marion Worth (Tuttle LM 1, LST-7 Stereo) "Fate"

TWISTIN THE JUG—Gene Allison (Prestige PR 7241) "Just Friends" (ASCAP)

JAZZ

JAZZ PROMISES WASHINGTON—Paul Weston Sextet (Columbia CL 1990, CS 8797) "Shenandoah"

MISTY—Eddie Higgins Trio (Epic LN 3574, BN 26074) "Tending the Fire" (Prestige, BMI)

FOLK

LYNN GOLD—Warner Bros. LW 1495, WS 1495) "I Once Loved a Boy"

THE BEGINNING—Josh White (Bluesville BVLP 1024, SB 6024) "Hard Hearted Man (Emary, ASCAP) (1:

RHYTHM & BLUES

BOSSA NOVA & BLUES—Herbie Katz (Argo 721 [The Hundred Pipers] (Pandora) BMI (0:20)

BAND

MANCINI MARCHES—Henry Mancini Orchestra Warner Bros. Band (Warner Bros. LW 1491, WS 1491) "The Billboard March"

MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100 are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

This Week	Last Week	From this week's Hot 100 TITLE, ARTIST, LABEL	Weeks on Hot 100
1	1	THE END OF THE WORLD, Skeeter Davis, RCA Victor 8098	9
2	2	RHYTHM OF THE RAIN, Cascades, Valiant 6026	11
3	3	WHAT WILL MY MARY SAY, Johnny Mathis, Columbia 42866	9
4	4	OUR WINTER LOVE, Bill Pursell, Columbia 42619	8
5	7	I WANNA BE AROUND, Tony Bennett, Columbia 42634	6
6	5	ALL I HAVE TO DO IS DREAM, Everly Brothers, MGM 13121	7
7	6	WALK RIGHT IN, Rooftop Singers, Vanguard 35017	12
8	8	GREENBACK DOLLAR, Kingston Trio, Capitol 4898	9
9	14	CAN'T GET USED TO LOSING YOU, Andy Williams, Columbia 42674	4
10	13	FOLLOW THE BOYS, Connie Francis, MGM 13122	4
11	10	DAYS OF WINE AND ROSES, Henry Mancini, RCA Victor 8120	9
12	19	YOUNG LOVERS, Paul & Paula, Philips 40096	2
13	15	LOVE FOR SALE, Arthur Lyman Quartet, Hi 5066	8
14	20	PUFF, Peter, Paul & Mary, Warner Bros. 5348	2
15	18	OVER THE MOUNTAIN (Across the Sea), Bobby Vinton, Epic 9577	3
16	9	DON'T BE CRUEL/I'LL BE HOME, Dave Lawrence, Columbia 42699	5
17	11	FROM A JACK TO A KING, Ned Miller, Fabor 114	11
18	17	ALL OVER THE WORLD, Hal Eric Orch., Capitol 4918	9
19	12	FLY ME TO THE MOON—BOSSA NOVA, Joe Harnell and Ork, Kapp 497	11
20	16	CAST YOUR FATE TO THE WIND, Vince Guaraldi Trio, Fantasy 563	16

YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land five years ago and ten years ago this week. Here's how they ranked on the Billboard's chart of that time.

POP—5 Years Ago
March 24, 1958

1. Tequila, The Champs, Challenge
2. Sweet Little Sixteen, Chuck Berry, Chess
3. Lollipop, Chordettes, Cadence
4. It's Too Soon To Know, Pat Boone, Dot
5. Who's Sorry Now, Connie Francis, MGM
6. Don't, E. Presley, RCA Victor
7. Catch a Falling Star, Perry Como, RCA Victor
8. Twenty-Six Miles, Four Preps, Capitol
9. Oh, Julie, Crescendos, Nasco
10. Sail Along Silv'ry Moon, Billy Vaughn, Dot

POP—10 Years Ago
March 21, 1953

1. Doggie In the Window, P. Page, Mercury
2. Till I Waltz Again With You, J. Brewer, Coral
3. Don't Let the Stars Get in Your Eyes, P. Como, RCA Victor
4. I Believe, F. Laine, Columbia
5. Tell Me You're Mine, Gordon, Mercury
6. Pretend, N. E. Cole, Capitol
7. Your Cheatin' Heart, I. Jones, MGM
8. Wild Horses, P. Como, RCA Victor
9. Side by Side, E. Starr, Capitol
10. Here You Heard! I. Jones, MGM

RHYTHM & BLUES—5 Years Ago—March 24, 1958

Sweet Little Sixteen, C. Berry, Chess
Tequila, The Champs, Challenge
Short Shorts, Royal Teens, ABC Paramount
Oh, Julie, Crescendos, Nasco
Get a Job, Silhouettes, Ember
Lollipop, Chordettes, Cadence
Don't, E. Presley, RCA Victor
Twenty-Six Miles, Four Preps, Capitol
Good Golly, Miss Molly, Little Richard, Specialty
Breathless, Jerry Lee Lewis, Sun

Focus on the Deejay Scene . . .

SONGSTRESS GIGI GALON revealed her greatest ambition to Mike Stephens, host of "The Mike Stephens Show," seen Wednesdays on WCAX-TV, Burlington, Vt. Miss Golan one day hopes to have her name on Billboard's Hot 100. Gigi, who recently appeared at the Ritz Carlton Hotel supper club in Montreal, is slated for an appearance on the "Tonight" show later this week. Mike has introduced a number of upcoming artists on his shows during his deejay days in Montreal and current TV show. Among these were Connie Francis, the Four Aces, Paul Anka, the Crew-Cuts and Johnny Mathis.

2 minutes & 40 seconds of smash-hit single!

Capitol

Al's current best selling album S(T) 1774

FOR THE RECORD...

Advertising Pages

The following display advertising comparisons give all the advantages to the other three music-record weeklies. Billboard's figures come from actual billing records, whereas those of other publications were based on actual measurements which do not take into consideration advertisements published as adjustments for errors, or unpaid for other reasons. The figures apply to display advertising only. No classified advertising space, paid or unpaid, is included.

But let's not stop there. There are others—and still more important—measurements of the value of a publication to advertisers.

Publication	1962 Display Advertising Pages
Billboard	1730
Cash Box	1667
Music Reporter	645
Music Vendor	399

Dollars of Advertising:

Where an industry invests the greatest share of its advertising dollars is accepted as the most significant area of comparison of the advertising worth of the publications in any field. Here are the facts about advertising dollars invested in the music-record tradepaper field:

Fact #1	More dollars of advertising were spent in Billboard, in 1962, than in all the others combined.
Fact #2	Billboard's margin, over paper #2, is a whopping one-third of a million dollars!—some $370,000 more, to be exact!
Fact #3	Advertisers spent more for singles advertising in Billboard!
Fact #4	Advertisers spent more for lp advertising in Billboard!
Fact #5	Talent spent more for advertising in Billboard!
Fact #6	Advertisers spent more for "all other" music-record advertising in Billboard (music publisher, record services and supplies, distributors, one-stops, etc.)

VOX JOX

By GIL FAGGEN

NAME'S THE SAME: All air personnel at KALO, Little Rock, have taken the station's call letters as their last name. Little Rock listeners now hear the Gene KALO Show, Johnny KALO Show, David KALO Show, and Jim KALO Show, according to **Jim Gaines**, program director. Will unmarried men of KALO have to appear to the FCC for a marriage license when the time comes? . . . WWDC's Art Brown has been doing his 6 to 10 a.m. show from Washington's Doctor's Hospital. Brown fractured his leg back in 1960 and aired his show from his bedside at home. The same injury put him in the hospital this time.

CHARGE! Bill Calder, early-morning deejay at KHJ, Hollywood, has inaugurated a "wake up" session on his daily program. Listeners send in names on cards and letters, and every morning at 8:15, Calder blows a kookie bugle a la Army reveille, then calls out the names of those people to be wakened.

Bob Wolke, program director and air personality at KBER, San Antonio, is recuperating from surgery in Houston's Methodist Hospital. **Eddie Daniels** is handling Bob's air stint.

Ted Rodgers, host of WDBJ "Musical Clock" program, salutes one of the 15 Roanoke, Va., junior or high school bands every morning.

WALK ON, WALK ON. . . . KRIZ airmen Tony Evans and Jack Frost gave up on their attempted 50-mile jaunt from Phoenix after bowling it 37 miles. Evans and Frost panted in desperation, "when JFK does 12 miles at a stretch, we'll complete our 50." (Incidentally, KRIZ has been granted approval to boost power from 250-watt to 1,000 watts). . . . A march-a-thon was tried by Wayne Corey and John Meder of WBCH, Hastings, Mich. The boys had a Navy recruiter call cadence while they marched around downtown Hastings accompanied by the drum section from the high school band. After 11 miles Corey and Meder were forced to quit by a combination of blisters and sharp pains. They now rival Sousa as the "march kings. . . . Dick Shephens WAVZ, New Haven, who reportedly started the opposition movement — "Sit-A-Thon," is now planning to get away from it all with broadcast tours of famous haunted houses. . . . Topper to all this is the stunt pulled by WFPG afternoon d.j. Jim Rodio, who broadcasts throughout his entire walk-a-thon Atlantic City's famed boardwalk.

ST. PATRICK'S DAY promotions around the country: KQV, Pittsburgh, awarded a $50 Savings Bond to the listener who sent in the most interesting drawing of "the KQV Leprechaun," described by **Nell MacIntyre** as three feet high and Irish. . . . WTRY, Troy, is also on the leprechaun kick. It awarded a WTRY leprechaun to the listener who submitted the longest list of song titles including the word "green." What the listener actually received was domestic help in the home for one week. . . . KALE, Salt Lake City, invited all their listeners to turn green for St. Pat prizes. KALL personalities **Will Lucas** and **Paul Smith** promised to turn green for the listener completing the phrase, "Everytime I hear Paul Smith-Will Lucas I turn green because. . . ."

AT YOUR SERVICE. . . . WRCV's Pat Landon ensued the 13th international festival ball, held recently in Philadelphia to raise funds for the International House. . . . WINS, N. Y., honored the nation's largest fire department with five pick-ups from fire department headquarters throughout the entire broadcast day. The salute was the first of a monthly series presented by the station, spotlighting New York's fire, police and other service arms. . . . WTKO, Ithaca, solicited cash contributions for the "Debby Fund." A seven-year-old Seneca Falls girl, Deborah Mascuilla, suffered legs in a school bus accident several weeks ago. . . . WIBG's Hy Lit will stage a benefit bop at Philadelphia Convention Hall on May 5—benefit City of Hope Hospital Center on the West Coast.

CHANGE OF SCENE: Sylvia Saint Clair, night club personality and recording artist, is a new voice on WCAU, CBS-Radio, Philadelphia, for a night-"Sylvia by Night Show." **Roy Elwell** has been added to KHJ, Hollywood "Musical Sunday line-up. Elwell is a former KRJA and KQV d.j. . . . **Jim Dunbar**, currently emseeing the 10 a.m. to noon show on WLS, moves to KGO, San Francisco, as program director. **Bob Hale** will take over Dunbar's show. . . . **Larry Scheably**, program director, KGUN-TV, Tucson, moves into account executive slot; **Jack Jacobson**, production manager for the station, will fill in for Schenbly. . . . **Glenn C. Lewis** moves from WDBJ show "Music Shop" 3:10 to 6 p.m., same city. . . . **Robert Heinlein**, WGED, deejay, takes time off to attend radio electronics school in D.C. He will return to Chester, S. C., May 1. . . . Staff changes at WTMA AM & FM, Charleston, S. C., have been announced by new program director **Bob Mitchell**. **Al K. Hall** takes over 9 a.m. to noon slot and **Johnny Prince** brings "The Battle of the New Sounds" to S. C. in the afternoon. . . . **Vince Ford**, WKMI midmorning air personality, upped to program director.

programmin

By BILL GAVIN ● Billboard Contributing Editor ● Publisher, Bill Gavin's Record Report

WHAT MAKES A GOOD DISK JOCKEY? If there were a ready-made answer to this question, legions of station managers would be bidding for the formula. The really good disk jockey is the key to a station's success. A good staff, co-ordinated by intelligent management, makes the difference between top rating and an also-ran status.

Of all the ingredients that go into making up a good DJ, the most important is experience: small stations, small towns, working up the ladder of better jobs, moving around the country. Some of our best DJ's have been registered voters in as many as six different cities. Everywhere he goes, the DJ learns how to do the job better. When he stops learning, he has had it.

The young DJ learns by listening. He tunes in the best men on the big stations nearby. He listens to air checks of his own work. Sometimes he has his own tape recorder and experiments in voice phrasing and inflection that he wouldn't risk on the air. If he's lucky, his PD gives him helpful coaching. If he's wise, he listens.

WHAT DOES HE LEARN? How to sell. How to read a commercial. How to punctuate orally, to compress one phrase, to be deliberate with another. He learns how to ad lib, to think ahead. He have something to say, to use a few words rather than a few dozen. He learns to prepare a show, learns musical values in terms of audience tastes rather than his own. Most of all he learns confidence. Not the false confidence that comes from a driving ego trying to overpower its own defects, but the true confidence that comes from an awareness of a job well done.

How about voice quality? It used to be that announcers had to have a rich, resonant baritone. Not any more. A few top paid DJ's speak with voices that seem to be filtered through gravel or thick gumbo soup. Of course, a pleasant voice is an asset; it's just not absolutely essential. Biggest handicap of a mellifluous voice is that its owner may be so impressed with it that he seems to be talking to

Paid Circulation

Or, how many readers think enough of the publication to pay for it. Here are the facts:

Publication	Circulation Listing in SRDS*, January 1963.
Billboard	20,022 Average ABC Audited Net Paid (6/30/62).
Cosh Box	"After three requests, publisher has failed to file circulation statement on SRDS form."
Music Reporter	No listing for this publication in SRDS at all.
Music Vendor	5,610 (sworn 12/31/61).

*SRDS is the accepted national authority for statistical data on publications. Its purpose is to serve the needs of advertising buyers in all fields.

SUMMARY: Billboard has more paid circulation (and the only audited paid circulation) than all others combined!

Advertising Effectiveness

Or, is your advertising really producing for you. This is a key area of evaluation and here's a picture of what's available for advertisers in this area.

Publication	Type of Advertising Effectiveness Research Available.
Billboard	Two full studies: (1) Big-city markets; (2) Grass-roots markets. Two pilot studies on LP advertising effectiveness.
Cash Box	None.
Music Reporter	None.
Music Vendor	None.

Billboard Leadership

unquestioned in '62, and growing greater in '63

Editorial Services

Comparisons are needless here.

Billboard is the acknowledged leader.

Billboard is the acknowledged spokesman for the industry, as (probably) even Billboard's competitors will agree.

Billboard editorial data and research is used, universally and almost exclusively, in and out of the music-record industry.

Billboard is the source of industry statistics—used by government agencies, major consumer publications, newspaper editors and columnists, and virtually all sales and management executives of record manufacturers.

Ask any experienced professional in the industry.

Stations Get Bad Taste in Mouth

• Continued from page 42

ires on the government and its officialdom by comedian Mort Sahl and Bob Newhart," he said.

In a recent "Minnesota Poll" taken by The Minneapolis Tribune, readers were asked, "Would you say it is or is not in good taste for entertainers to do imitations of the President and his family?" Only 33 per cent of the adults thought it was in good taste; 52 per cent said it was not; and 14 per cent had no opinion. However, when the question was asked as to whether or not they enjoyed the imitations, 71 per cent of the men and 67 per cent of the women said they did.

ewsletter

himself. The voice that is flexible may have a hard time learning not to overinflect.

Most successful disk jockeys are active in some phases of community life. They get to know people—take a real interest in what's going on. It isn't just a matter of mixing with the kids at hops and picking up on their musical preferences. What counts is becoming a part of the community, so that listeners are aware that the DJ is interested in them and what they do. Such community identification of its staff is a priceless asset for a radio station.

SO IT TAKES hard work, voice, experience and community involvement to make a good disk jockey. It takes something more to be a great one—something that is almost impossible to develop without a native talent. That something is the intangible talent for pleasing an audience which is called showmanship. On a stage, facing a live audience, it isn't too difficult for the performer to be aware of his audience, to respond to it, to control its moods. Behind a microphone, with an unseen audience, the task of radio showmanship is infinitely more demanding.

Is anyone laughing at the jokes? Is anybody saying "Aw, what a square?" How many hands are reaching to switch the dial to another station? The disk jockey doesn't know; he won't find out until the next ratings come in. What's more, if he worries about these things, he'll begin losing confidence in his own judgment and his work will suffer.

The radio showman has a special "feel" for his audience. Some instinct tells him he's on the right track. He sparks with ideas. The audience is there. They like him. He likes them. His job is fun, and he makes it sound that way every day. He is a showman. He is a great DJ—tops in his profession.

He makes—or soon will make—a lot of money. He is worth every penny of it.

PERSONAL NOTE: Last week's column has already brought much reader comment. Some people have asked if their ideas might be quoted here, the answer is yes! We have invited comments from those broadcasters to whom our open letter was addressed. In addition, other pertinent views are most welcome. Please airmail your letters to me at: 114 Sansome Street, San Francisco.

'BEST SIDE STORY'

Atlanta (**Mike Holliday**-WQXI): Heavy phone requests: "The Reverend Mr. Black" (Kingston Trio-Capitol LP). May be released as as single.

Philadelphia (**Hy Lit**-WIBG): Big Breakouts: "What a Guy" (Raindrops-Juhilee) and "You Should Have Been There" (Fleetwoods-Dolton).

Pittsburgh (**Sir Walter Raleigh**-WAMO): Impressive acceptance of "The Love of My Man" (Theola Kilgore- Seroe).

Baltimore (**Larry Monroe**-WCAO): Big sales gain for "Locking Up My Heart" (Marvelettes-Tamla)—a former discovery.

Boston (**Arnie Ginsburgh**-WMEX): Gaining fast: "Heart" (Ken Chandler-Laurie) and "Mecca" (Gene Pitney-Musicor).

Milwaukee (**George Michael**-WRIT): Every retail outlet in the area reports good sales on "Pipeline" (Shantays-Dot). Top pick: "The Fool" (Jame Coe-Big Top).

Minneapolis (**Red Jones**-WDGY): Gaining fast: "Don't Say Nothin' Bad" (The Cookies-Dimension). Taking off: "Surfin' U.S.A." (Beachboys-Capitol).

Chicago (**Gene Taylor-WLS**): Gaining fast: "Linda" (Jan and Dean-Liberty). Picks: "Arahia" (Delcos-Showcase) and "Play Those Oldies" (Anthony and the Sophomores-Mercury).

Stockton (**Ken Wing-WJOY**): Pick the Side: "Would You Come Back" (Eddie Hodges-Columbia). Big winner over flip. Looks strong!

Fresno (**Johnny Hyde-KYNO**): Big requests and good sales. "My Father's Voice" (Judy Lynn-United Artists).

Sacramento (**Buck Herry-LROY**): Top 5: "Cu Cu Rru Cu Cu Paloma" (Nancy Ames-Liberty).

Top Tips From Around the Nation: "Prima Donna" (Glen Campbell-Capitol). "He's a Bad Boy" (Carole King-Dimension). "Today I Met the Boy I'm Gonna Marry" (Darlene Love-Philles). "Ronnie, Call Me!" (Shelley Fabares-Colpix.)

TURNTABLE TIPS

BIG BOMBS CONTINUE: Recently personal appearances in show business have added up to a big goose egg for local promoters. For example, the Mills Brothers and Count Basie and band along with other attractions lost promoter Dee Campbell of Dayton, Ohio a bundle on dates in Dayton and Columbus. We hear the loss on the two dates is between $9,000 and $10,000.

Then **Homer** and **Jethro,** with a modern band and a modern show, dropped about three grand on a date three weeks back. (Perhaps it would have been better if Homer and Jethro had appeared with a good country and folk music festival rather than a big band.)

Allan Sherman lost a lot of money on his Cincinnati date and the **Feld Brothers** did very poorly with the **Vaughn Meader** show in Norfolk. Meader, by the way, did 550 paid admissions in Toledo. The recent **Jackie Wilson-Bobby Rydell** show did not make money in Pittsburgh, also dropped money the following night in Cincinnati.

We could go on and on and on but we guess you get the message—the glamour and the glitter of show business isn't all that it's cracked up to be at the box office.

* * *

PEOPLE AND PLACES: Europe seems to be the rage in the record business these days. **Marve Schlacter** and his wife are visiting the European shores as are **Berry Gordy Jr.** and **Barney Ales.** Meanwhile, back at the ranch, **Florence Greenberg** holds down the front office and Scepter and **Irv Biegel** fills the bill for B.G and Ales.

Magnavox Sales Soar as Basic No-Discount Policy Holds Firm

By NICK BIRO

CHICAGO—Getting a Magnavox radio, phonograph or television set at a discount is virtually unheard of. In fact, any dealer caught selling a Magnavox below list can usually start looking for another line. He won't have Magnavox for too long.

That's one of the basic philosophies behind a firm whose sales have soared 440 per cent in the past decade to $202 million in 1962. For the next three years Magnavox is predicting a 100 per cent increase over its 1962 level.

In an era where discounting of radio, phonograph and television sets is more a rule than an exception, Magnavox stands as a lone holdout for the full list philosophy.

Jim Shallow, co-ordinator of marketing, puts it simply. "We don't believe in the principle of discounting and we won't sell to a discounter." Why? Nothing more complicated than that, we want our dealers to stay in business."

Discount Spells Loss

Shallow has some impressive statistics to back up his point. Last year, he notes, discounters in the electronics field represented some 2 per cent of total retail sales but they totaled some 2 per cent of dollars lost.

In 1962, notes Shallow, some 100 discounters went bankrupt with liabilities of some $75 million.

Magnavox simply feels it has been a "dream" line of merchandise and it doesn't want to get caught up in the discounting hassle.

The firm shuns distributors and sells directly to some 2,000 franchised dealers.

Getting a franchise is not simple. The dealer has to be in an area where he doesn't conflict with another Magnavox franchise and he has to guarantee a certain retail sales figure per year. An annual figure of $15,000 on the Magnavox line is usually a minimum.

Prerequisites

Other points include:

1. Carrying a quality store image.

2. Agreeing to carry a certain number of floor models on the full Magnavox line.

3. Adhering to the corporate advertising policy. Dealers are furnished mats and are expected to do a certain amount of local advertising. They also earn ad credits from Magnavox according to their volume of purchases.

4. Meeting the dealer's sales quota. "If the dealer has the franchise just for the sake of habit, we get rid of him," Shallow notes.

5. And last but not least—maintaining a list price on all Magnavox products.

Magnavox products.

sition. Shallow noted that in return for the dealer fulfilling his part of the bargain, Magnavox also does its share of the marketing job.

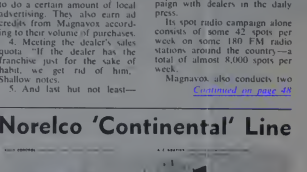
The firm spends over $5 million per year on national advertising in spot radio, television, national magazines such as Life, Look, Time, Saturday Evening Post and Television Guide, and, of course, its co-operative campaign with dealers in the daily press.

Its spot radio campaign alone consists of some 42 spots per week on some 180 FM radio stations around the country—a total of almost 8,000 spots per week.

Magnavox also conducts two

Continued on page 48

Norelco 'Continental' Line



NORTH AMERICAN PHILIPS has produced a line of eight separate accessories for its Continental line of tape recorders. Designed to broaden the usefulness of the equipment, the accessory line includes such items as a foot control, AC house current adoptor, monitoring headsets, carrying cases, carrying cover and duel mike adoptor.

KNOCK, KNOCK

Audio Man Raps Demos

NEW YORK—The much-maligned record industry has been blasted again, this time by an irate audio dealer who claims that the record industry has failed to provide dealers with a demonstration record that truly answers their needs.

Bill Colbert, head of the local hi-fi chain known as Audio Exchange said: "There's a craving need for a demo record of top quality that offers a wide variety of kinds of music. This record should have 20 bands on it, offering everything from Bach to jazz to show tunes. It doesn't have to be sold at a low price. We'll pay good money for a record that's well made and offers the exciting sound."

Today, Colbert continued, "we're selling components that are expensive top-quality products, some of them worth four or five thousand dollars, yet the records we must demonstrate them with are substandard. We have to plead with customers to listen to the system, not the scratches.

"On top of all that, having no single record to do the job means keeping a whole slew of them on hand. It's infuriating and an archaic way of doing business. Won't some record company come to our help? The one that does will make a lot of friends for itself."

Zenith Rondo 'Drift-Free'

CHICAGO — Zenith Sales Corporation has announced a new design concept in stereo FM table-top radio with the introduction of the model known as the Rondo. The unit is part of a package which includes seven new "home entertainers" for 1963.

The Rondo has regular FM with "drift-free" tuning, AM reception and twin seven inch five speakers which can be detached for up to 20 feet of separation. The set has a line cord antenna, provision for external antenna and can be used with a tape recorder.

Columbia Bows Nine New Tapes

NEW YORK—Columbia Records has marketed nine new four-track stereo tapes including four pop and five Masterworks items. The pop series includes material by Dave Brubeck, Pete Seeger, the New Christy Minstrels and Jerry Murad's Harmonicats.

On the classical side, there is product by Bruno Walter and the Columbia Symphony, Leonard Bernstein and the New York Philharmonic, Glenn Gould, the Philadelphia Orchestra with Eugene Ormandy and the Mormon Tabernacle Choir with Eugene Ormandy.

Phono-Tape MERCHANDISING

Servicemen Best Salesmen in Town

WASHINGTON — How to sell expensive stereo phonographs, tape recorders, and combinations at full list price?

"Sell them through the service department" says Harold Smith of Smith Radio & TV here.

In an area which features as violent a competition for the consumer dollar as any city in the country the Smith organization does a $100,000-a-year volume, all of it at list price. It doesn't matter that discount department stores, discount specialty shops, etc., in the area may be offering prices anywhere from 10 to 25 per cent lower. Smith sticks religiously to list price, and gets the sale.

The secret is simply "selling through the service department" — a service department so thoroughly trained and well known that Smith can set a minimum charge for estimates on repairs, and collect it whether the customer decides to go ahead with the repair or not. For example, when the service shop, with four expert mechanics, and two well-equipped "rolling shops" accepts a service call on a balky stereo phonograph, the customer is billed $12.50 for the estimate, the amount, of course, subtracted from the final statement. Few service firms could successfully demand this advance fee, but because every man in a practicing expert, and because unconditional guarantees go with every repair, Smith is able to do so.

Next, an unusual feature of equipment, and to sell it on the spot.

He's paid the same commissions as would apply to a full-time salesman, and he can write up a contract there and then. Few prospects are likely to argue with a well-equipped, well-dressed service mechanic who has already probed into their old equipment with his repair kit. In this way, more than half of the total stereo equipment sales volume is sold by the service mechanics.

"There's no question but what each of our men is really a salesman," Smith said. "But before they could qualify as salesmen, each man had to be an electronics expert. They are among some of the best paid men in the entire industry because, of course, their selling opportunities are far better than those of the average specialty salesman, and because fulsome sales provide a more than adequate cushion of profit to pay the salesman a worthwhile commission."

Record RCA Ad Budget

NEW YORK—A record first-half advertising and sales promotion budget is being used in a major promotion for home entertainment equipment by the RCA Sales Corporation, according to J. M. (Jack) Williams, vice-president in charge of advertising.

A special "pick-of-the-portables" campaign will tout portable TV, stereo phones, transistor radios and the new RCA compact cartridge tape recorders. This part of the drive will concentrate on the April-May selling season with heavy use of TV radio and newspaper schedules in local markets through distributor and dealer co-op programs.

The portable promotion follows Victor's "Bargain Bonanza" retail campaign now being concluded. Williams said these two campaigns alone represent a record concentration of ad appropriations for a first half campaign.

The portable drive in addition to local co-op coverage will also include ads in Life, Look, the Reader's Digest, TV Guide, The New Yorker and Sports Illustrated. There will also be a series of commercials on Walt Disney's Wonderful World of Color TV outings.

A hearty amount of dealer display support has also been devised to tie in with the campaign Williams added.

Special Promosh Campaign Marks 1st TV Set Sale

NEW YORK—The sale of the first TV receiver 25 years ago by the Allen B. DuMont Laboratories will be commemorated this spring by the successor Du-Mont Division of Emerson Radio, in the form of a special spring promotion.

The campaign will encompass both TV and stereo phonographs, according to advertising and sales manager Gene Van Cleve, with dealers to be furnished with a barrage of extra promotion tools.

Special promotion kits being supplied dealers, will include over-the-wire banners and side panels, counter cards and display tags, dealer newspaper ad mats, copy for radio and TV spots, publicity releases and other dramatized sales aids.

The Smith service organization is that all of his service mechanics are actually salesmen as well. In the customer's home making a report and getting a thorough look at what the customer's interests may be, the salesman mechanic is in excellent opportunity to recommend specific

Distinction in Quality at any Price
Made in the famous studios and laboratories of James J. Kriegsmann
GENUINE 8"x10"
GLOSSY PHOTOS
7¢ EACH IN 1,000 LOTS
$9.88 per 100
GENUINE HIGH-GLOSS
POST CARDS, $22 per 1,000
Copy Negatives $3.95
MOUNTED ENLARGEMENTS
Size: One; 2 or more:
20"x30"... $4.85...$3.50 ea.
30"x40"... $7.50... $4.85 ea
KODAK COLOR PRINTS
100 JUMBO SIZE $22.50
100 8"x10" at 1.10 ea.
Plate 7-6233
JJK CopyArt Photographers
A DIVISION OF JAMES J. KRIEGSMANN
165 W. 46th St., NEW YORK 36, N. Y.

DISTINCTIVE PICTURE FRAMES
JOSEPH MAYER CO., INC.
FIFTH AVENUE, WEST (NEW YORK) N.Y.
Algonquin 4-7644

equipment newsletter

By DAVID LACHENBRUCH ● Billboard Contributing Editor ● Managing Editor, Television Digest

MINUTES OF AN IMAGINARY MEETING. The Federal Trade Commission is still searching for that elusive definition of high fidelity—preferably one that will satisfy all equipment makers and protect the public at the same time. Suggestions have been submitted to the FTC from industry groups, manufacturers and the public. There will be informal industry-government conferences at the FTC to further narrow down the differences. Here is an abridged transcript of one imaginary meeting, which never took place:

FTC EXAMINER: The purpose of this meeting is to weigh suggestions on how to protect the public in the sale of high fidelity phonographs. When an individual buys equipment advertised as high fidelity, it's our duty to be sure he gets the real thing. We all know that high fidelity means, generally, "as close as possible to the original sound." How can we implement this with a specific definition?

MURRAY MEGOHM, president, Audio-Oscilloscope Components, Inc.: Gentlemen, this discussion will call for a high level of industry statesmanship. Therefore, I must point out that only the highest quality components can provide true high fidelity. Our proposal is a simple one. I have here the spec sheets for our own AOC-I tuner, AOC-II amplifier, AOC-IV turntable and AOC-V speaker system. Since these components are the standard of the industry, I respectfully request that these specifications be incorporated in FTC's standards.

Any equipment which doesn't meet these specifications obviously hasn't earned the right to be called high fidelity, and our equipment is the only equipment which meets them. Accordingly, we have registered the phrase "High Fidelity" as the trade-mark for our audio products.

(Shouts of "throw him out!" "Lynch him!)

HARRY SCHLOCK, executive vice-president, Mellograph Company of America: I resent the implication by my colleague, Mr. Megohm. What is called for here is a high level of industry statesmanship. Mr. Megohm's definition would stifle the progress of the industry. We at Mellowgraph have developed, and have been using for years, our own definition of high fidelity, which we now offer to share with the industry. It's named after our chief engineer, Vladimir Grunt, and is known as the Grunt Test. It's simple and easy to police, and we propose it as the standard for high fidelity goods. Here's how it works: If it grunts, it's high fidelity.

(Confusion and murmuring. Mr. Schlock is ejected.)

FERGUS GROMMET, chief engineer, Phlegmatic Industries Corporation: More beat than light has been generated here so far. It's time for some industry statesmanship—a high level of it, to be exact. We must object to both proposed definitions. Mr. Megohm's definition would deny to thousands of average-income Americans the benefits of high fidelity. The worker is the backbone of our country and he deserves to be able to buy phonographs which are labeled "high fidelity." On the other hand, Mr. Schlock's Grunt Test would lead to standards which are too low and give no protection at all to the public. Under the Grunt Test, any $14.95 phonograph could qualify as high fidelity.

In the spirit of industry statesmanship, we propose a compromise definition of high fidelity: Any phonograph whose list price is over $15.95!

FIRST VOICE: Make it $19.95.

SECOND VOICE: $29.95.

THIRD VOICE: $34.50.

FTC EXAMINER: $34.50 has been bid. Do I hear $39.95? Going . . . going. . . .

FISTULA FARADAY, president, Faraday Fidelity, Inc.: Just a minute. This discussion calls for a high level of industry statesmanship. We all know that certain characters in our midst have stolen the name "high fidelity" from our industry. The definitions proposed so far have been an insult to the American people. Many of them might have been applied in George Washington's day. The danger is that any definition arrived at today might not be good enough, and might tend to freeze the development of the audio art. Therefore, we are submitting a proposal which can be met by none of today's equipment.

It's very simple: Absolutely flat response from zero to 100,000 cycles, plus or minus zero db, with zero per cent distortion. This will mean that we'll all have to stop using the words "high fidelity" until we can really live up to it. This will call for a high level of industry statesmanship and give us something to shoot for. Some day we will attain this elusive goal of true high fidelity.

FERGUS GROMMET: Ha! We got that now! For $15.95 suggested list! Certified to meet any standards by Phlegmatic Industries Corporation Consumer Testing Lab! You want statesmanship? We give you statesmanship!

FTC EXAMINER (rapping gavel): Order, please!

CHARLIE LIVING, president, Living Music Phonograph Company: Gentlemen, I respond to the call of Mr. Faraday for industry statesmanship, and wish to announce that the Living Music Phonograph Company will, as of the firt of next month, voluntarily cease and desist from use of the term "high fidelity" to describe its products. (Vast murmur in the hall.) I also wish to announce that

Continued on page 49

WE GOOFED!
IMPORTANT NOTICE
"SEAGRAM'S" IS NOW
"SEAGREEN"
THE VICEROYS
BETHLEHEM #3045

We Goofed! When this instrumental came in to us it was titled "SEAGRAM'S." We missed the possible legal conflict with the "Seagram's" trademark and also the policy at many radio stations of not playing a record with a commercial product name in its title.

NOW, IT IS BREAKING FOR A HIT!
(Regional Breakout in Chicago;
WLS, WDDC, WCAL, WING, KEEL, KOKY,
WXYZ, WJLB, WIBG, WAKY, WJNR, etc., on and on.)
So we change the name.
All stations have been reserviced.
Remember, Bethlehem #3045 is now "SEAGREEN" by the VICEROYS.

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RECORD DISTRIBUTORS

TOPPS

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Ned Miller—Fabor

HAMBONE

Sandy Backer—Okey

GIVE HER MY BEST

Jimmy Baumann—Moy

MARCHING THROUGH MADRID

The Tijuana Brass—A & M

HE'S A BAD BOY

Carol King—Dimension

TOPPS DISTRIBUTING CO., INC.

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P. O. BOX 1799
HARTFORD, CONN.

National Distributors for
HAYDN SOCIETY RECORDS

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On your own record labels

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RECORD DIST. CO., INC.
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RECORD PROMOTION & PUBLICITY

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Finest product available anywhere and it costs no more. Complete record pressing service. All sizes, all speeds, any quantity. Mastering, Label Printing, Pressing, Drop Shipping and Warehousing are just a few of our many services

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220 Broadway
Huntington Station, L. I., N. Y.

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Same great promotion know-how

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New York 19, N. Y.
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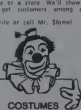
BUSINESS OPPORTUNITIES

HAVE YOUR OWN BUSINESS

Ask about our successful plan to put you in the Costume Rental business. You can operate this business from your home or a store. We'll show you how to get customers among other things.

Write or call Mr. Stone!



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Walnut 3-1395

THE JUMPING THAT REALLY GOES! Active comb. bookings can get more local room. Combines advertisers in this Classified Mart in a unique promotional way! Lists and increases value and prestige. Handy order form printed below. Buy your convenience. rh-ro

TURN THAT EXTRA SPACE INTO PROFITS! Complete Ride-a-ways, no permanent installation to maintain! Reconditioning facilities. Write for Info. Advertising Co., 2119 Noble, Chicago 22, Ill. Phone 226-4222. 4/6

MISCELLANEOUS

FOR SALE

Earl-Amer—an 90 foot Ranch House, just east of N.Y.C. in New Jersey & Chicago. I'm there and that's the reason I'm selling my newly remodeled 3 bedroom, 2 bath home, just 1 minute from New York Citybar or taxi. It's located on the hills in wooded High Top Mountain in a secluded area. One quarter acre of land. All schools and houses of worship nearby. Immediate appointment only. Priced for quick sale

JOE CERAMI
[illegible] New City, N.Y. or Chicago
call [illegible]

"COMEDY GUIDE"—A FREE 36-PAGE Monthly listing "Funniest Comedy" Material for the asking. Also available is a complete library of Quips, Jokes and Ideas & deadly comedy Parodies of Songs hits. Write: Comedy Publishers, Dept. BBW, 85 Parkway Court, Brooklyn 35, New York. mp4

WRITE SONGS? READ "SONGWRITER'S REVIEW" magazine. Est. 1946. 1650-B Broadway, New York 19, N. Y. Contains lyric contests, features, etc. Sample copy 25c. Year (U. S. A.) $2.50. mt22

36,000 PROFESSIONAL COMEDY LINES! Monthly service. Any source, any time. Complete catalog 25c. Dept. 3520 Drexel Chemical, Bayside Harbor, N.Y. mm18/4

1564 BROADWAY
N.Y.C.

Times Square Office Space for Rent.

8700 Square Feet.

Central Air Conditioning.
Very Reasonable Rental.

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KENNETH LAUB
of Collins Tuttle & Co.
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New York 16, N. Y.
Telephone:
MUrrayhill 2-4020

EMPLOYMENT SECTION

HELP WANTED

MECHANIC — COIN OPERATED MUSIC and amusement machines. Year round employment. Harbor resort. State age, full experience and salary desired. Ship and route work. Box C-28, c/o Billboard, 2160 Patterson St., Cincinnati 14, Ohio.

WANTED
JR. SALESMAN

Experienced in phone and mail order selling to take charge of Classified Advertising section of progressive business publication. Please state full qualifications, experience and salary requirements. All replies in strict confidence.

BOX 473
c/o The Billboard
1564 Broadway, New York 36, N. Y.

WANTED
MAN TO HANDLE TOP RECORD BUDGET LINE

Excellent salary, plus expenses, plus override. For active, top-grade budget record manufacturer. Only experienced record salesmen need apply.

Write: BOX 477
Billboard
1564 Broadway N Y 36, N Y

WANTED
Musical Entertainment Group

Non-union, 3 to 4 Men for long-term engagement in Daytona Beach Fla. Gib Titner Bisson and Gold Nugget Saloon

BOX 329
Daytona Beach, Fla.
Phone: CLinden 5-3686

SITUATIONS WANTED

KEY MAN—8 YEARS' EXPERIENCE record and mdse. Phonograph and radio. Exclusive and distributorship lines, also modern and entire management. Willing to travel. Box 1-28, Billboard, 1564 Broadway, New York, N. Y. Phone: LT 1-9158. mh23

DO YOU NEED THIS MAN?

Thorough knowledge in all phases of record industry. Have handled sales, distribution, promotion, manufacturing, purchasing, budgeting at both field and administrative levels. Have experience with both major and independent labels. Will travel, but home base will be New York. Available now for interview. Write in confidence to

BOX 475, Billboard
1564 Broadway N. Y. 36, N. Y.

CLASSIFIED RATES
Per Insertion

	½"	1"	2"	Each Additional Inch
Manufacturers Advertisers	$9	$15	$25	$9
Distributors & Employment Advertisers	$5	$9	$15	$5

- Minimum size sold is ½", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for ..... consecutive issues.
Classification: ..... Size: .....
☐ Set regular classified style. ☐ Set boxed classified style
☐ Amount enclosed

Copy:

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.....

.....

Company Name ..... Authorized by .....
Address .....
City ..... Zone ..... State .....
Please enclose your payment. We do not bill for classified ads.

BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

1564 Broadway — 1520 N. Gower St. — 188 W. Randolph St
New York 36, N. Y. — Hollywood 28, Calif. — Chicago 1, Ill.

AMBASSADOR HAS 15 TAPES

NEW YORK — Ambassador Records has entered the pre-recorded tape field with 15 different tapes now on the market to hit at the low price level of $3.98. The four-track stereo tapes were all recorded with full orks and include pop, show and movie material, according to Ambassador President Ira Moss. Moss said countrywide surveys conducted by his firm indicated enough interest in pre-recorded tape product to make low price tape release economically feasible.

Atlantic Album Sales Up 80%

NEW YORK — Atlantic Records and its Atco affiliate have racked up a 1963 album sales plan that ran 80 per cent ahead of 1962's winter plan, according to spokesmen. The program covered six weeks and the diskers laid a good deal of the action to specific incentives offered in the advertising and promotion areas.

Despite a generally soft market, Atlantic and Atco racked up the sales by teaming the over-all discount of 12½ per cent on merchandise, special distributor salesmen incentives and a special plan whereby the labels supported distributors' use of advertising.

This plan had the labels paying advertising costs equal to 5 per cent of records purchased during the program. Special feature here allowed for distributor placement of advertising under the plan for another 30 days despite the conclusion of the program February 28. Another bonus for dealers was the free "Do the Bossa Nova With Herbie Mann" album given for the use of special divider cards displays shown in conjunction with the LP.

Magnavox Sales

• Continued from page 46

sales training clinics per year in each area; supplies sales training material to its dealers each month; provides point-of-purchase display material, holds two service clinics per year in each area, provides day-in-day-out business management help through its regional managers, and, of course, as Shallow puts it, "provides the finest product at a competitive retail price."

The firm predicts a continual growth of the phonograph, radio and television industry at a 5 to 7 per cent rate per year.

Shallow thinks the biggest rate will be in phonographs because of the development of high fidelity and innovations in records, not to mention the growing acceptance by the juvenile market—followed by a big growth in color television.

Shallow predicts that 1965 will be the big impact year for color television, due primarily to the introduction of a low-cost color tube.

Magnavox is planning to introduce a new magazine for the first time this spring. It'll be in mono and stereo models. The rest of the firm's line includes: Portable phonograph tall stereo and high fidelity from $69.95 to $149.95; transistor radios from $14.95 to $115; console phonographs from $149.50 to $345; and television from $149.00 for a 19-inch portable to $[illegible] for a Stereo Theater.

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult issue for full information.

EPIC—Expires March 29, 1963. Started March 4, 1963.
Special 5% per cent discount on purchases during allotted time of seven new releases and 37 specially selected best selling catalog albums.

CAMEO-PARKWAY—Expires March 31, 1963. Started March 4, 1963.
A 10% per cent discount on all LP's. Delayed billing of 30-60-90 days on all orders over $100. Applies only: Chubby Checker Month. A 20 per cent discount on all Checker LP's, i.e. buy four, get one free.

UNITED ARTISTS RECORDS—Expires March 31, 1963. Started March 4, 1963.
"Clean Up" and "March Into Spring" program for dealers. For every $5 worth of merchandise purchased from catalog and 11 new releases, dealers may return $1 worth of product on any label.

ABC-PARAMOUNT—Expires March 31, 1963. Started January 3, 1963.
Label is offering 12½ per cent discount on complete catalog plus new releases.

DIAMOND—Expires March 31, 1963. Started January 25, 1963.
One-on-seven on Johnny Thunder LP "Loop De Loop."

PRESTIGE—Expires March 31, 1963. Started February 15, 1963.
Fifteen per cent discount on all LP's by Gene Ammons, Mose Allison, Red Garland, Sam Getz, Thelonious Monk. Fifteen per cent discount on complete Moodsville series.

MERCURY—Expires March 31, 1963. Started February 15, 1963.
Fifteen-on-100 on LP's by Smothers Brothers, Brook Benton, David Carroll, Shirley Horn, Phil Moore, the Three Sounds, plus a collection of folk music. See page 6, February 23 issue, for details.

KAPP—Expires March 31, 1963. Started January 21, 1963.
Ten per cent discount on catalog plus new releases.

STARDAY—Expires March 31, 1963. Started March 1, 1963.
"Spotlight on Bluegrass Five-String Banjo Albums." For dealers, two free Bluegrass albums for every 10 ordered, from 36 albums available under plan.

JOY-SELECT—Expires March 31, 1963. Started February 15, 1963.
A 15 per cent discount on Marty Brothers' "Who Stole the Kasbka" LP.

ORIGINAL SOUND—Expires April 1, 1963. Started February 1, 1963.
Label is offering one-for-five on entire LP catalog plus new release.

EQUIPMENT NEWSLETTER

• Continued from page 47

henceforth all of our products will be labeled "Tested and Approved by FTC."

FTC EXAMINER: You can't do that. You have no authority...

CHARLIE LIVING: Don't be silly. Of course we can. FTC stands for Fidelity Testing Corporation, a subsidiary of the Living Music Phonograph Corporation. This is still free enterprise, young man.

FTC EXAMINER (wearily): I wish to thank you gentlemen for a high level of industry statesmanship. This meeting has been constructive, and I'm sure we can all see now where we're headed. We hope to call additional meetings in the future to arrive at definitions of good fidelity, excellent fidelity, superior fidelity, superb fidelity, fine fidelity and fancy fidelity. The meeting is adjourned.

• • • •

EXCUSE PLEASE: A printer's error in our column last week spoiled a perfectly good breakdown of FM stereo equipment production for 1962. Under the heading, "FM Stereo's Progress," the breakdown of phonograph combinations containing FM stereo should have read this way:

Radio-phono combinations: 1,380,569 produced; 605,331, or 44 per cent, with FM stereo tuners. TV-radio combinations: 298,816 produced; 162,208, or 55 per cent, capable of receiving FM stereo. (If you didn't notice the mistake, you weren't paying attention.)

VISIT NEW YORK stay at the PLYMOUTH in Radio City

Moderate rates, private bath or every room, television, radio, dining room, coffee shop, garage. Within walking distance of all transportation and entertainment. Accommodates for 1000.

TAKE A TOUR!

Includes room rent and sightseeing nightclubs, theatres, United Nations, Radio City. Contact your local Travel Agent or write:

Reservation Manager THAT'S FOR ME! Save $5 Savings at the

ASTA

HOTEL Plymouth

West 49th STREET bet. B'WAY and RADIO CITY

America's Largest & Oldest ONE-STOP RECORD SERVICE!

45 RPM 60¢

ALL LP's—REGULAR DISTRIBUTOR WHOLESALE—NOTHING OVER

SAME DAY SERVICE

The MUSICAL SALES COMPANY

The Musical Sales Bldg.
Baltimore 1, Maryland

FAN MAIL GLOSSY PHOTOS

All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

MULSON STUDIO
Box 1941 Bridgeport, Conn

the FUTURE with a promise

NAVY

BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

[illegible] is the million-dollar question. Answer to question is result of a month-long survey conducted by Billboard among a representative national sampling of outlets handling various kinds of home and car phonographs, radios and tape recorders. A different group is contacted on the space each month. Each category appears approximately every 12 weeks.

The percentage figure shown for each brand is a percent of the total number of weighted points derived from all dealer responses. Total tabulations are based on the rank order of manufacturers' sales of each dealer, and weighting is the use of outlet. Each manufacturer's earning 1 per cent or more of the total dealer points is listed below.

PHONOS LISTING BETWEEN $401 and $500

POSITION This Issue	3/17/62	9/12/61	BRAND	% OF TOTAL POINTS
1	1	1	Magnavox	41.4
2	3	3	Pilot	12.7
3	—	—	Zenith	12.2
4	2	2	Fisher	6.1
5	4	4	Curtis-Mathes	5.5
5	—	—	Packard Bell	5.5
7	—	—	General Electric	3.3
7	—	—	RCA Victor	3.3
			Others	10.0

Since this chart is based on the previous month's sales it is conceivable that certain brands will appear at one time and then at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

12/15/62 issue: Grundig Majestic (5)
9/15/62 issue: Grundig Majestic (5)

A special order for 27 classics

"This past week we gave one of the Schwann Catalogs to a customer. Yesterday he came in with a special order for 27 classics. Needless to say we were very much impressed with the possibilities..."

The Record Center
Daytona Beach, Florida

Letters from record dealers all over the country continually tell us what a great help the Schwann Long Playing Record Catalog is to sales promotion. Small wonder! The average Schwann reader spends $143 a year on records. Whether you sell Schwann at the cover price of 35¢ (you make at least 15¢ a copy) or distribute the catalogs free to a select group of "best customers" — Schwann Catalogs produce more record business!

CLIP AND MAIL TODAY

W. SCHWANN INC.
137 Newbury Street
Boston 16, Mass.
Please send me 25 copies (minimum order) of your latest issue.
Store _____
Address _____
Signature _____

ABP MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

RELIABILITY—QUALITY
RECORD PRESSING
Originators of the Patented rim drive thin-thin type record
RESEARCH CRAFT CO.
1011 NORTH FULLER
HOLLYWOOD 46, CALIF.

EXTRA INDUSTRY SERVICE

This issue of Billboard is being distributed at the

Intercollegiate Broadcasting System's Annual Convention in New York

Being attended by over 200 college radio broadcasters

Billboard The International Music-Record Newsweekly

Ratajack May Head U. S. Cinebox

CHICAGO—E. R. Ratajack, juke box industry veteran here, is expected to head U. S. sales for Cinebox, an Italian coin-operated movie machine operating on the juke box principle.

Estey Electronics, a New York firm, last week announced it had acquired the license to manufacture and distribute the machine in this country.

Ratajack's name was not mentioned, but he has been conducting extensive negotiations with the firm for some weeks. Estey's entry was thought to be hinged on the acquisition of a knowledgeable coin machine executive to head its sales division.

Ratajack's appointment would be a big boost toward getting operator distribution of the Cinebox in the U. S.

The coin machine veteran was formerly executive vice president of AMI, Inc., under John Haddock, later vice-president of Rowe-AMI Sales, and had long managing director of Music Operators of America.

Stanley Green, Estey president, made the announcement last week of his firm's entry into the field. Mentioning no names, Green said he had "negotiated the services of one of this country's best known coin-music men to head the sales division of Cinebox.

E. R. RATAJACK

"We are happy to have him and are certain the entire industry will be pleasantly surprised," Green said. He added an announcement would be made shortly.

Cinebox has been out some 2½ years, primarily distributed in Europe and England. The machine resembles an American juke box topped by a television screen. Customers actually hear a tune and see the artist perform at the same time.

The machine holds 40 selections played from reels of 16mm. sound film stored in circular storage racks. Upon insertion of a coin, the proper film is brought from the magazine, automatically threaded and played.

U. S. price has not been announced. The unit sells for approximately $3,750 in England.

The machine is made in Europe by Societe Industriale Phonovisione, Milan, Italy. It is one of two juke-type movie machines on the market.

Scopi-Tone, a French machine operating on an endless-reel principle, is its only com-

(Continued on page 53)

Phono Exports Lead Gain

By AARON STERNFIELD

NEW YORK—United States coin machine exports for November, some 6,262 units valued at $2,251,698, topped both the preceding month's totals (4,548 units valued at $1,778,386) and the November 1961 totals (5,585 units valued at $1,708,850) by substantial amounts.

Most noticeable gain was in new juke boxes. According to the U. S. Department of Commerce, some 1,100 new phonographs with a total value of $795,281, compared with 596 new phonographs valued at $462,598 the preceding month were shipped from U. S. ports.

While shipments of used juke boxes increased from 553 to 681 in the same period, the value of these shipments dropped from $178,519 to $168,068.

Amusement machine shipments were up from 4,548 units valued at $1,335,386 to 4,481 units valued at $1,288,329.

Confirm Trend

The November figures confirm the trend on the part of European coin machine buyers to slacken off on used U. S. juke boxes in favor of new Common Market models, and to continue and even increase new machine purchases.

West Germany, with purchases of $399,487, was the best U. S. customer for the month in terms of dollars, while Belgium, with purchases of 1,058 units, bought the most equipment.

With the exception of Belgium, which buys machines for transshipment, all European countries are buying more new juke boxes than used one.

Used Machines Off

Germany, for example, bought 262 new machines and only 37 second-hand units. The ratio in the United Kingdom is 192-33, while in France it is 36-4. The Swiss and the Italian bought 92 and 85 new juke boxes respectively, and didn't have one used machine shipped in the country from the U. S.

Of course many of the 322 used phonographs shipped to Belgium during November by now have found their way to various other European countries. But Europeans are still buying new juke boxes in preference to used models by a ratio of more than two to one.

In Latin America, three nations not usually found among the top buyers' list appear on the export chart.

Mexican Game Market

Mexico, where amusement machines not too long ago were rare, bought 429 pieces at a cost of $43,064. Granted that the price averages only slightly more than a $100 apiece, and that equipment selling at that price would be regarded as junk in most areas of the world, it does indicate that a game market exists in Mexico.

The same holds true with used juke boxes as Mexico bought 44 cans bought 14 units valued at $3,075, for an average of about $220 a machine. Compare this with West Germany's average of $320 a machine for 37 used pieces.

But the Mexicans also bought 30 new juke boxes valued at $22,350, bringing the total purchases for the month to a respectable $42,064 and eighth place among foreign buyers of U. S. coin machines.

Argentine Purchases

Argentina is shaping up as a market for U. S. games. The Argentinians bought no juke boxes—only 1,058 units—but did buy 206 games at $61,817. And the equipment is not inexpensive. The average game is valued at slightly more than $300, about three times the Mexican average.

Another surprise in Latin American is the Dominican Republic. Under the Trujillo regime, the Dominicans were not considered much or a market for U. S. coin machines. Yet in November the Dominican Republic ranked 15th among foreign coin machine buyers, with purchases of 18 new and

(Continued on page 53)

Coin Machine Exports

November, 1962

Country	New Phonographs No.	Value	Used Phonographs No.	Value	Amusement Games No.	Value	Totals No.	Value
West Germany	262	$166,864	37	$ 12,000	523	$ 220,623	822	$ 399,487
United Kingdom	192	118,834	33	11,079	258	243,818	983	373,731
Belgium	224	176,191	222	73,870	512	119,182	1,058	369,138
France	36	36,096	4	1,418	429	178,377	469	215,863
Canada	73	70,738			569	106,062	642	176,800
Switzerland	92	79,927			94	45,813	194	125,740
Italy	85	61,408			75	46,165	160	107,573
Mexico	30	22,350	14	3,075	429	43,064	473	68,489
Argentina					206	61,817	206	61,817
Greece					87	46,395	88	49,750
Sweden	3	2,262			114	43,855	116	45,232
Denmark	24	8,750			68	27,112	92	35,862
Austria	24	8,750	11	2,000	36	24,866	100	26,137
Finland	1	1,415			48	24,182	51	25,744
Dominican Rep.	18	13,424	49	14,844			98	28,268
Other Countries	85	62,818	19	49,909	454	52,118	558	164,845
Totals	1,100	$795,281	681	$168,068	4,481	$1,288,329	6,262	$2,251,698

Coin Machine

OPERATING

Bally Into Novelty Line With Shot to Moon

CHICAGO — Bally planted two feet firmly into the novelty pinball business with the introduction of Moon Shot, flipper-type five-ball game last week.

Bill O'Donnell, Bally general sales manager, said that this is the "first of a continuing series of Bally novelty games being readied for the market and now either in advanced stages of engineering or on actual test locations."

Triple rocket ships on the backglass take off from earth and advance to the moon when four blast-off targets are hit. Each target hitting the moon scores one, two or three specials. The rocket feature holds over from game to game.

Specials are also scored by high score and side blowers (when lit). The side rollovers are lighted by five rollovers at the top of the game which also lights the "out" hole to score 200.

Moon Shot has a pair of slingshot kickers and four pop bumpers.

MOON SHOT

Cabinet is trimmed with stainless steel rails and has a steel door. Moon Shot may also be operated with or without a match feature.

German Wurlitzer Reports Gross Sales Up by 100%

By OMER ANDERSON

HERFORD, West Germany —Deutsche Wurlitzer GmbH increased its gross sales by more than 100 per cent in 1962 over the preceding year, the firm said in its annual report.

In accordance with German business practice, no figures were given. But Wurlitzer's German subsidiary said it was "very satisfied" with 1962's progress, which was achieved amid a general softening of the German coin machine market.

The firm was incorporated under German law in 1960 with nominal capitalization of DM 1 million. Capitalization was boosted to DM 12 million at the beginning of 1961 and to DM 17 million in mid-1962. A further substantial boost in capitalization is understood to be in the offing.

German Wurlitzer now employs 200 at its new plant in Huellhorst, Westphalia, near Herford.

Diversification

Wurlitzer is taking no risks with phonograph production, however. Diversification is the watchword with its German operation. The Huellhorst plant is building the Wurlitzer organ line and is preparing to produce electric cigarette vending machines.

Deutsche Wurlitzer GmbH is unique among U. S. coin machine manufacturers in Europe on several counts. It is the only U. S. manufacturer to build its own plant and design a phonograph specifically for sale in the

(Continued on page 62)

Kansas Pinball Tax Killed; Anti-Bingo Rule Introduced

By ROGER MYERS

TOPEKA, Kan. — A committee of the Kansas Senate last week killed a bill that would require a $100 flat tax on pinball machines.

That action was offset, however, by introduction of a bill to outlaw bingo-type pinball machines as "gambling devices."

The Assessment and Taxation Committee of the Senate killed the $100 stamp proposal.

Double Tax

Frank S. Hodge, committee chairman, said it was decided the tax was too high and that it might cut into the revenue of cities which have anti-pinball ordinances. "It would amount to a double tax," Hodge explained.

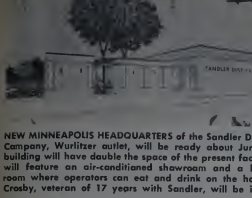
The $100 stamp bill was aimed at five-ball machines played mostly by youth and had no application to the bingo-type machines," Hodge said. "The committee didn't see anything wrong with letting kids play pinball machines," he said, "and this bill would have put them out of business."

The bill to outlaw bingo-type machines was introduced by the Judiciary Committee of the Senate and has the active support of Kansas Attorney General William Ferguson.

Under terms of the anti-gambling bill, machines equipped with multiple coin insertion provisions, a knock-off button and a meter to register free plays cleared would be declared contraband. As such, they would be subject to seizure on sight.

The bill would relieve Kansas

(Continued on page 53)



NEW MINNEAPOLIS HEADQUARTERS of the Sandler Distributing Company, Wurlitzer outlet, will be ready about June 1. The building will have double the space of the present facilities and will feature an air-conditioned showroom and a hospitality room where operators can eat and drink on the house. Bob Crosby, veteran of 17 years with Sandler, will be in charge.

Sees Bigger Export Market, Fewer Firms

CHICAGO — A growing export market but handled by fewer and fewer firms was predicted by a leading coin machine official here.

Joe Robbins, general sales manager of Empire Coin Machine exchange, one of the nation's largest exporters of coin equipment, noted that foreign buyers were getting more and more sophisticated.

"They demand better service and greater variety. The firms want to deal with one exporter who can handle everything. We've had to expand our own source of supply . . . it's no longer possible to say to a man that you don't handle a certain type of equipment," Robbins said.

The Empire sales executive said that his firm's export volume has increased some 25 per cent a year in the eight years the firm has participated.

Robbins leaves on a European trip to explore the possibility of setting up exclusive representation arrangements in each country.

Robbins credited the increase in exporting to the success of the Common Market as well as the breaking down of trade barriers with other countries such as Spain, South Amcrica and the Middle East.

Rate of Exchange

He said that in some countries it had been more expensive to buy dollars for coin machines than for other types of merchandise. As an example, a South American importer might have to pay 40 bolivars for one U. S. dollar if he was importing coin machines.

Robbins said much of this has disappeared.

Among requisites for successful exporting, Robbins cited "a tremendous source of supply," and "being close to a seaport." He noted that his own firm's exports dropped in the winter when the Port of Chicago was closed.

Robbins is scheduled to visit London, Antwcrp, Paris, Rome, Florence and Milan. He will be accompanied hy his wife, Marian.

EUROPEAN NEWS BRIEFS

New Phono Service

MUNICH — A West German concern is offering a "phonograph rcnewal" scrvice consisting of the reconditioning of used mechanisms and the installation of the mechanism in a distinctive new cabinet.

Boeck & Boeck Automatenbau has developed an attractive console-type cabinet which it designates the "Star Box." The standard-type cabinet is universal for all mechanisms—U. S., German and French—up to and including 200 selections.

Specifically, Boeck & Boeck is selling the Star Box with rcconditioned mechanisms from Rock-Ola, Seeburg, AMI, Wurlitzer, Jensen, Fanfare, Symphonic, Diplomat, Tonomat and Emaphone.

Anti-Coin Tax Drive

VIENNA — Austrian operators are mounting a campaign to reduce taxation on phono-

graphs and coin-operated games and to eliminate discrimination in tax legislation.

Operators contend that the prescnt tax of 230 shillings monthly is almost confiscatory in relation to the low level of phonograph collections in Austria. On a comparative basis, this is a bigger bite than is taken from any other category of amusement equipment.

Operators are protesting, morcover, the discrimination inherent in the fact that phonographs are taxed while radio and television sets in restaurants and taverns are not.

Dutch Dig Bowlers

ROTTERDAM — Holland will soon have more bowling lanes, courtesy of United Manufacturing Company, than windmills. In fact, Inter-Holland Bowling, Dutch distributor of United's bowlers, is well along toward topping the windmill count. United's Mini-bowling lanes are getting a big play from the bowling-happy Dutch, who say it is only poetic justice that the game should be exported here from the land of the Rip van Winkle legend. Inter-Holland Bowling is the Dutch subsidiary of Bolinga of Geneva, which has organized a Europe-wide sales program based on international competition among United teams.

Want Juke Box Disks

FRANKFURT — West German operator associations are inviting independent diskeries and even individual artists to consider the production of disks aimed at the juke box trade.

(Continued on page 54)

See the ROCK-OLA BIG 3 FOR '63! BIG IN STYLE! BIG IN DESIGN! BIG IN APPEAL!

ROCK-OLA Rhapsody 160

Rhapsody 160 With Full Dimensional Stereo Model 408 DeLuxe Stereo Monaural Phonograph

NEW ROCK-OLA EXCLUSIVE FULL DIMENSIONAL STEREO SOUND

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- We service what we sell—Write for parts catalog

Guns
Midway Shooting Galleries
Midway Deluxe Shooting Galleries
Williams Vanguard Guns
Williams Crusader Guns
Williams Titan Guns

Specials
Midway Target Galleries
Midway 2-Player Target Galleries
Bally All Star Bowlers
Williams Ten Strikes

Bowlers and Shuffles
United Jumbos
United Atlas
United Line-Up
United Bonus
United Zenith
United Sunny
United Playtime
United Dual
United Big Bonus

Williams Five Balls
Jungle
3 Coin
Music Man
Hollywood
Serenade
Ten Spot
Viking
Satellite
Blackjack
Cue Ball
Steeplechase
Clubhouse
Kickoff
Tic Tac Toe
Coquette
"21"
Highway
Metro
Three Cains
Space Ship
Reserve
Darts
Kismet
Valiant

Gottlieb Five Balls
Texan
Melody Lane
Captain Kidd
Straight Shooter
Mademoiselle
Race Time
Picnic
Hi Diver
World Beauty
Whirlwind
Kewpie Doll
Double Action
Brite Star
Contest
Eggshead
Falstaff
Miss Annabelle
Gondolier
Wagon Train
Sweet Siaux
Roto Pool
Atlas
Around the World
Seven Seas
Sittin' Pretty
Sunshine
Universe

Phonos
Seeburg B-C-G-V-K
Wurlitzer 2000 and up
Rock-Ola 1448-1455-1454-1465-1468 etc.
AMI F-G-I-J-K

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Cable EMCOMACH

German Wurlitzer Reports Sales Up 100%

• Continued from page 50

European market entirely without reference to the U. S. home market.

In contrast to Wurlitzer's "hard-way" approach to planting a foot in the European Common Market, the North Tonawanda firm's U. S. competitors have opted for a variety of compromise methods.

Automatic Canteen hewed to the orthodox plan of buying a German manufacturers (Tonomat of Neu Isenburg, near Frankfurt), and expanding and molding the Tonomat corporate shell to suit its conception of a Continental operation.

Automatic Canteen retained the highly regarded Tonomat phonograph (the Teleramat) for European sale, but established a Continental assembly operation at Frankfurt for its A.M.I. phonographs, as well as assembly and maintenance for its vending equipment.

Rock-Ola Formula

Rock-Ola has been even chartier about pioneering on the European new frontier. Early in the Allied occupation, when West Germany was conserving its scanty horde of dollars by stringent currency controls and import quotas, Rock-Ola worked out a deal whereby it would ship mechanisms to Al Adickes' Nova concern in Hamburg, and Nova would mount the mechanisms in largely locally built cabinets. This formula qualified the Rock-Ola as "Made in Germany," and was considered by the trade of that period to have been a master stroke of business acumen.

Currency controls are no longer a problem, but Rock-Ola has retained the mechanism-assembly formula of Continental operation through Nova, and the results have been impressive to date.

Seeburg has taken an ultra-conservative view of Continental entangling alliances. Whereas its competitors—Wurlitzer, Automatic Canteen and Rock-Ola—have all adopted to some degree a protective coloration for their European operations, Seeburg has eschewed all compromise, modification or adaptation to the Continental environment.

Seeburg's formula is curt and clear—sail all the way under the U. S. flag. Seeburg remains opposed to all compromise, confident that what the Continental really want is the genuine U. S. product, and not a modification.

The four Continental operating philosophies are still undergoing testing, and the final returns will not be in for several years yet. Wurlitzer's experiment has attracted perhaps the widest attention because one school contended, it involved the most risks. For one thing, it is far more difficult and hazardous to build from the ground up—literally—as Wurlitzer did at Huelhorst than to utilize a going concern, either by outright purchase or by other arrangement.

Wurlitzer's "split-level" approach to the Continental market—offering simultaneously the Made-in-USA Wurlitzer and a German-produced "compact" phonograph—has been hotly debated, even within the organization. The feeling on the part of some was that production of the German machine, the Lyric would tend to devalue the prestige appeal of the U. S. product.

Wurlitzer never wavered in accepting the risks of a split-level policy, and the development has vindicated its assignment. The Huelhorst operation is now well established and geared for production for the European Common Market.

Meantime Wurlitzer Overseas AG based in Zug Switzerland is promoting U. S. Wurlitzer sales in Europe, the Middle East and Africa.

Coinmen Show For Innkeepers

CHICAGO—Several coin machine firms are scheduled to exhibit at the first annual Tavern Owners Exposition, expected to draw some 20,000 tavern, night club, lounge and restaurant owners from the Midwest.

The Seeburg Corporation has signed to exhibit its line and several other firms are expected to sign shortly. The exposition will be held April 15-16-17 at Chicago's McCormick Place.

The three-day program will include exhibits by some 75 to 100 firms and business seminars on a variety of topics.

MARKETS COIN PLAYER PIANO

PALISADES PARK, N. J.—Duffy Player Pianos here is marketing a coin - operated player piano for $595 plus the coin mechanism. The manufacturer is advertising in local newspapers, with copy directed at tavern owners. Though the piano itself is a vestige of a bygone era, some of the available rolls are current. The Twist and 'Roses Are Red' are included in the program, though most of the musical menu falls in the 'old favorites' and 'classical' categories.

Billboard

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COIN MACHINE DIRECTORY AND
WHO'S WHO IN THE COIN MACHINE WORLD

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EUROPEAN NEWS BRIEFS

• Continued from page 51

German operator associations are arranging auditions by their memberships for all independent offerings.

The associations propose to arrange for the pressing of promising tunes at a negotiated price favorable to the operators. The scheme is an experiment to determine to what extent pressure can be placed thereby on major diskeries to reduce their disk prices to operators and to what extent acceptable phonograph music is being ignored by the major firms.

E. German Juke Box

LEIPZIG — East Germany's only phonograph producer, VEB (State-owned) Funkwerk Erfurt, received orders for 18 of its prototype phonograph, the polyhymat, an 80-selection box. The decision is still pending, however, on whether the machine will be manufactured.

It had been hoped to get orders for several hundred machines, in barter if not cash deals. However, the phonograph's proponents argue that once the machine is in actual production an delivery guaranteed, the orders will flow in. Production of the box has been held up by East Germany's severe economic situation.

The box is designed primarily for Communist bloc countries and countries which trade extensively with the Communist bloc, which lack foreign exchange to buy U. S. or West German equipment.

Bowlers In Capri

CAPRI, Italy—On the isle of Capri, U. S. bowling games are flourishing as the latest amusement fad. Nearly 200 bowlers are now placed at strategic spots around the island paradise in readiness for the holiday season. Mini-bowling has bowled over mini-golf and has even out-distanced boccia, the Italian bowling game, to become Capri's No. 1 amusement.

Capri's shrewd operators, wise in the ways of their fun-and-sun playground, are promoting competition among teams from yachts mooring at Capri. The yacht race has imparted momentum to bowler patronage all over the island. One of the latest bowler enthusiasts is former Iranian Prinecss Soraya, who is a contender for Capri's distaff bowler title.

Belgian Experiment

BRUSSELS—A new operating pattern for coin cinemas may emerge from an experiment being conducted in Belgium by a disk shop chain with Scopitone, the French-manufactured film phonograph. The disk shop organization, La Maison Blue, will establish an integrated Scopitone operation, meaning that it will acquire a large number of machines, operate them, and produce the films for them through its own production company.

The organization thus will control the complete operation. La Maison Blue is thinking in terms of 200 machines. The Scopitone has a 200-film selection, the largest of any currently produced coin cinema. The Belgian organization intends to produce only top-quality films with well-known entertainers and to shift machines from location to location as collections begin to slide at any one site.

Phono Exports

• Continued from page 50

40 used juke boxes for a total value of $25,234.

Other than the emergence of the three Latin American countries as significant buyers of U. S. equipment, the November figures held no surprises.

Europeans still buy the lion's share of U. S. machines, with six of the top seven purchasers (Canada is the exception) in Western Europe.

The November figures also show that amusement machine exports are stable, as no foreign country is yet able to turn out these devices in sufficient quantity of quality to challenge the American product.

On juke boxes, of course, it's a different story. U. S. new machine sales are still holding up and probably will continue to do so for the forseable future. No nation can make a high-selectivity, dual-speed phonograph like the Americans.

But the Europeans are creating a market for their low-cost machines, and there are many areas of the world which can't afford the U. S. product. This is the product which will cut into sales of used American phonographs.

Ratajack May Head

• Continued from page 50

petitor. Automatic Canteen Company of America has been testing the Scopi-Tone unit for some time.

Green said that Estey would conduct extensive field tests of the Cinebox, primarily on the East Coast. He said he was satisfied "that the unit would meet with good success in the U. S. following our study of it in the European and English market."

Green said the "public in this world of television and movies has become accustomed to seeing as well as hearing the performers. Cinebox will enable the operator to provide this dual medium of entertainment to his customers," he added.

DOUBLE-PLAY DISKS

Two-sided strips may be expected from the following records for the juke box operator. Jointly issued from 100 to 200 sides per machine, they represent maximum programming advantage. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks

I WANNA BE AROUND
TONY BENNETT COLUMBIA 42634

I WILL LIVE MY LIFE FOR YOU

LET'S LIMBO SOME MORE
CHUBBY CHECKER, PARKWAY 867

TWENTY MILES

LAUGHING BOY
MARY WELLS, MOTOWN 1039

TWO WRONGS DON'T MAKE A RIGHT

CAN'T GET USED TO LOSING YOU
ANDY WILLIAMS, COLUMBIA 42674

DAYS OF WINE AND ROSES

THAT'S ALL
RICK NELSON, IMPERIAL 5910

I'M IN LOVE AGAIN

ALL OVER THE WORLD
NAT KING COLE, CAPITOL 4919

NOTHING GOES UP (Without Coming Down)

YOU DON'T LOVE ME ANYMORE (and I Can Tell)
RICK NELSON, DECCA 31475

I GOT A WOMAN

THAT'S THE WAY LOVE IS
BOBBY BLAND, DUKE 360

CALL ON ME

I GOT WHAT I WANTED
BROOK BENTON, MERCURY 72099

DEARER THAN LIFE

STRUTTIN' WITH MARIA
HERB ALPERT & THE TIJUANA BRASS, A&M 706

MARCHING THRU MADRID

Shilling Goes On—But It's Real

DENVER — It doesn't pay to give location owners and their employees painted monies for shilling the juke box or matching with customers for who plays the music in the opinion of most phonograph operators here.

Coins which have been dipped in paint, or otherwise earmarked for shilling purposes went out of the picture several years ago, according to a survey of several operators. However, shilling is still being carried out, on a simple honor system which apparently works out very well.

John Knight, Skyland Music Company, simply issues a specific amount to bartenders and waitresses at prime locations and asks the employes' co-operation in the matter of using the money to prime other coins from the location's own customers.

At the Colburn Hotel bar, $1.50 in quarters extended to bartender Pete Fox is judiciously used through the entire week, usually enough to keep the trick whenever there are sudden periods of silence.

Fox frequently watches his customers for a quarter in the juke box slot, and cheerfully presents the challenge from his customers on the house. Even after the shill money has been used up, Knight will automatically credit him with it on his own statement, out of confidence in the bartender's long experience.

The systems used by Sam and Ben Kaye of Apollo Music Company, Frank Huber of Century Supreme Music Company, have been nearly much the same. Often, a good look at a location over several evenings will determine just about how much shill money is necessary to keep the box primed—and none of these Denver operators have ever had any reason to think that money set aside for this purpose has been put to other uses.

Sparks Marks Rowe AC Appointment

JOHN HICKMAN, of Rowe AC, and Mrs. Avna Fisher, Sparks Specialty Company, Columbia, S. C.

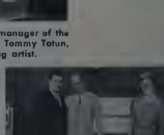
A. R. DOBSON, A. R. Dobson Amusement Company, Cartersville, Ga., and Buddy Smith, of Paddy's Truck Stop, Adairsville, Ga.

TOM SAMS, Rowe AC vice-president, and Sam Cohen, Cohen Music Company, Atlanta.

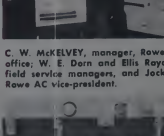
GENE SMITH, manager of the Ramblers, and Tommy Tatun, J.C.D. recording artist.

Some 100 operators and guests attended the Sparks Specialty Company open house in Atlanta last week to celebrate the firm's appointment as distributor for Rowe AC Services. A similar open house is scheduled for Sparks' Columbia, S. C., office, March 17. President of Sparks is Robert Morgan Sparks. Mrs. Flora Kennerly is executive vice-president. The firm will handle the full Rowe AC line and offer complete parts and service facilities.

C. W. McKELVEY, manager, Rowe AC Atlanta office; W. E. Dorn and Ellis Royal, Rowe AC field service managers, and Jack Dunwoody, Rowe AC vice-president.



TOM SAMS, Rowe AC; Billy DeSelm, United; Mrs. Flora Kennerly, Sparks Specialty, and George Kiersey, Rowe AC.



Among 100 guests at Sparks open house were Mrs. R. M. Anderson, Mrs. Wendell Lindsey, Mickey Rolfe, Mrs. Flora S. Kennerly, Mrs. Jack T Harris, Mrs. Mary Hackler, Mrs. Avna Fisher, Mrs. Mary Rugh Simpson, Mrs. Mary Peddy, Mrs. Rosebud Hawkins, Mrs. Johnny Sheeley.

STAFF OF COHEN MUSIC COMPANY, Atlanta, on hand for Sparks open house were Mary McDuffie, Sam Cohen, Mrs. Bill Wooten, Jerry Rutherford and Frank Hardy.

Mrs. Carrine Curran, Mrs. T. C. Cartright, Suelle Harris, Gloria Stevens and Mrs. Bill Wooten

Recent

STEREO RELEASES

for Music Operators

SEEBURG ARTIST OF THE WEEK

ROY HAMILTON—Soft 'n' Warm
Epic (Pop Vocal)

All the Way A Friend of Yours • Goodnight My Love I Fall in Love Too Easily • If You Were the Only Girl Homesick—That's All • Nancy Put Your Dreams Away • I Couldn't Sleep a Wink Last Night Angel Eyes

All titles listed above are custom 33⅓ stereo singles packaged for the juke box operator. Other packagers or record companies may get similar listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York 36, N. Y.

Ohio Bill Aimed At Phono Tax

COLUMBUS—A bill to levy an annual $50-per-machine excise tax on juke boxes has been introduced in the Ohio Legislature by Rep. John J. Horvath (D., Cuyahoga).

The proposed measure would have the State Department of Education administer the fund for the education of retarded children. Licenses and stamps would be issued by county treasurer. Licenses would carry the name and address of the juke box owner and a description, model number, serial number and record capacity of the machine.

Penalties for violations would range from $100 to $1,000.

Too Many Cooks Spoil the Diet

DENVER—It doesn't pay to have too many people helping to make up the music menu in programming, in the opinion of Lee Wyscaver, head of the long - established Lee Music Company, here.

Wyscaver's programming, over a huge area which includes all of Denver and most of its suburbs, is handled by two collectors, both of whom have been on the same route for many years, and who handle the whole ball of wax — including making up the music menu itself, typing up labels in their homes each day for the next day's record changes.

"We have experimented with all of the systems in use, including central-office programming," Wyscaver said. "In every case we have found that the man who is out on the route, in regular contact with the people who are playing the records, can do the best job."

No Buttonholing

Wyscaver emphatically warns against buttonholing of location employees, and demanding that they suggest records which they think should be on the spindles.

"If a location owner, merely attempting to please out of friendship, makes a stab at recommending records which he thinks would go, without giving it sufficient thought, the playmeter is bound to suffer," Wyscaver said. "Then, there may be disagreement between employees in the same location as to whether the suggested number will have the appeal considered. Dissension can't be a never good, and it certainly doesn't lead to better collections."

Weighted Basis

Changing from 6 to 10 records every two weeks, Lee Music Company, of course, listens to opinions, but considers them on a thoroughly weighted basis.

"The playmeter is the final judge, and the play of any new record in one location has a lot to do with what the collector sets up for the next one," Wyscaver added.

One major change which the Arvada firm has made in the past two years has been to earmark around one-third of the music menu for all-time favorites, which proved to be a highly profitable step, and kept Lee Music Company collections near those of the previous year in 1962.

All-time favorites are by good, reliable artists, such as Nat King Cole, Frank Sinatra, Tony Bennett and Margaret Whiting.

The exact percentage of each type of music on the spindle is difficult to pin down, simply because no two stops show the same variation in pops, rock and roll, twist and r&b music.

Wyscaver does all of the new-location selling himself, and considers it his duty as a good businessman, to call on every location three or four times a year merely "to keep them sold." Good, down-to-the-minute programming is one asset which he always pitches to both new and established location owners, with the playmeters backing him up thoroughly.

Kansas Tax Killed

• *Continued from page 50*

agents of the burden of obtaining evidence of payoffs on the machines.

The bill provides that ownership or possession of pinball machines with the three equipment items is unlawful. Violation would be a misdemeanor punishable by a fine up to $1,000, a six-month county jail sentence or both.

A federal coin-operated device revenue stamp on the machine would be probable cause for a search warrant to be issued against the machine under terms of the bill.

The bill came in late in the 1963 Kansas Legislative session. Less than a month remains and this might be a telling affect on the measure. The mortality rate of bills is highest during the home stretch. Conversely, opponents of the bill will not have as much time to organize.

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2 Wms. Harcelen	275.00
2 Wms. Crusader	250.00
2 Wms. Titan	295.00
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Wurlitzer 2104	275.00
Wurlitzer 583 w/ 287 Stepper	50.00
Wurlitzer 104 Selection Boxes	50.00
Wurlitzer 104 Selection Arms	50.00
Rock-Ola 34550	300.00

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Our Spring House Cleaning Can Mean Savings to You On This Fully Reconditioned Equipment

PHONOGRAPHS

Seeburg

AY 160 SH	$895.00
AQ 160 SH	795.00
222 SH	625.00
L-100	425.00
HK200 (Hideaway)	225.00
M100C	225.00

AMI

E-80	$ 99.50
1455	$225.00
2500	$595.00

Rock-Ola

Wurlitzer

WALLBOXES

Seeburg

D-3WA (200 Sel.) . . . . . $59.50 – 3W1 (100 Sel.) $34.50
Chrome . . . . . New Buttons . . . . . Fully Reconditioned

Wurlitzer

5210 (5-10-25) 200 Sel. $49.50
5250 (50c) 200 Sel. 59.50
5207 104 Sel. 29.50

Rock-Ola

1548 (120 Sel.) $24.50

AMI

W-12 (120 Sel.) $24.50
W-80 (80 Sel.) 24.50

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Eastern Mark II	129.50	Stoner 11-column	89.50
Eastern 10-column	49.50	Rowe 11-column	99.50
Rowe 11-column		DuGrenier 14-column	99.50
"Commander"	79.50	Fawn 16-column	79.50
Seeburg 800E-1	169.50	Keeney Pop-Corn	
Corsair 20-column	159.50	Machines	199.50

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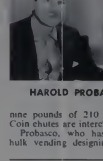
91-15 144th Place Jamaica 35, N.Y.

New Bulk Line to Make Chi Bow

VAN NUYS, Calif.—First of a new line of bulk merchandise venders will be unveiled in Chicago during the National Vendors Association convention, according to Harold Probasco, designer of the Acorn line and a former vice-president and production manager of Oak Manufacturing Company and its manufacturing subsidiaries for 13 years.

The new line will be sold under the name of King Koin and will be made by Harby Industries. Probasco is the sole owner of the company, which, he said, had established adequate factory space in this area.

The bulk merchandise vender to be shown will vend a general line, Probasco explained. The machine will be 15½ by 16 inches tall. It is of red porcelain on steel body. The mechanism is chrome with base item for hopper and top. The globe will hold



HAROLD PROBASCO

nine pounds of 210 ball gum. Coin chutes are interchangeable.

Probasco, who has been in bulk vending designing for 25 of his 47 years, said the features of the machine are improved coin mechanism with magnetic stop to refuse steel slug, new watch dog arrangement rejecting coins of improper size, slip handle as standard equipment, a patent-applied double ratchet to protect against spring failure, and waterproofing even to the top lock. The hopper and globe are designed to prevent bridging of merchandise.

The machine also features a shatterproof plastic globe as standard equipment and extras will be priced competitively with glass, Probasco said. He added that the service heads are easily removed and installed. Coin control can be easily removed or interchanged. The coin guide is precision engineered. Also new, the designer added, is a new spring clip for brush springs.

The machines are precision die cast and a unit weighs approximately eight pounds.

King Koin line will be competitively priced and sold through distributors who will be appointed soon, Probasco said.

Western Vending Operators to Mull Code, Licensing

LOS ANGELES—Reports on the drafting a code of ethics, fight against unfair licenses, and ways and means of financially supporting the various activities will be heard at the regular monthly dinner meeting of the Western Vending Machine Operators Association Tuesday (26) evening.

The meeting will be held at the Nikabob Restaurant, Western at 9th. Dinner will be served at 7 with the meeting scheduled to start at 8.

Eugene Zola, WVMOA attorney, will report on his campaign against licenses in the various municipalities. Bud Harris, Ken and George Ferrier will present their findings on financial campaigns for discussion.

Selma Katz Weds

NEW YORK—Selma Katz, daughter of Charlie Katz, coin machine manufacturers' representative, was married to Harvey Netzer Sunday (17) in the Temple of the Covenent here. The couple is on a Puerto Rico honeymoon.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	$14.50
N.W. Deluxe, 1c or 5c Comb.	19.50
N.W. 16-Col. 1c Tab Gum Mach.	18.00
Northwestern 100 ct. 1c-5c-10c Counter Gum	4.00
ABT Guns	35.00
Mills 1c Tab Gum	12.00
Acorn 5 1/2 Globe	19.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queens, Bag	$ .27
Pistachio Nuts, Jumbo Queens, Jar	1.50
Pistachio Nuts, Large Bulk	.75
Pistachio Nuts, Vending Mix	.50
Pistachio Nuts, Shells, Bag	.25
Cashews, Whole	.65
Peanuts, Jumbo	.45
Spanish	.40
Mixed Nuts	.55
Brazil Nuts	.37
Rainbow Popcorn	.30
Bridge Mix	.32
Assorted Baked Beans	.28
Licorice Cubes	.35
Licorice Gems	.35
M & M, 250 ct.	.40
Nershavers	.47
Rain-Bo Gum, 72 ct.	$ .25
Rain-Bo Ball Gum, 100 ct.	.50
Rain-Bo Ball Gum, 160 ct.	.72
170 ct. 338 ct.	.32
Rain-Bo Ball Gum, 100 ct.	.32
300 lb. minimum ground on all Rain-Bo Gum.	
Adams Gum, all flavors, 200 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut Gum	.45
Hershey's Chocolate, 300 ct.	1.25
Minimum order, 25 boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.
One-third Deposit, Balance C.O.D.

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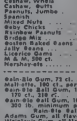

ALL PURPOSE VENDOR
1c, 5c, 10c or 25c Mechanisms
All parts interchangeable in seconds.
Vends bulk candy, peanuts, ball gum, charms and capsules. Many more lines—saving features, including removable cash box and no top lock

Unique in beauty and design.

STAMP HOLDERS, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc

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SUPER 60
• NO BREAKING
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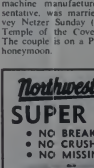

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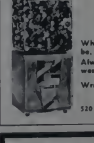

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Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

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ALL CHARM VENDING

THIS IS ALL NEW.
BE THE FIRST IN YOUR TERRITORY. BIG PROFITS.
Atlas has the perfect machine for Jumbo Charms. Write for information on how to convert other Vendors.

FREE illustration sheets on all Jumbo Charms, Rings and Bulk Charms.

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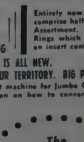

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COIN WEIGHING SCALE
1c or 1c & 5c Combination

Weighs $10.00 in pennies, $30.00 in nickels. Large metric precision calibrated heavy metal base. Glass-covered dial quickly points to exact weight.

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Complete With Sturdy Carrying Case
ORDER TODAY
F.O.B. Oak, Calif. F.O.B. NY Distributors. Write for Prices.

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

J. SCHOENBACH
Factory Distributor of Bulk and Bulk Gum Vending Machines, Parts, Supplies, Candy Merchandise, Counter Gum Machines, Tokens, Etc.
Can Handle 40 Brands
715 Lincoln Place, BROOKLYN 16, N.Y.
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Karl Guggenheim Hosts Distribs

CHICAGO—Warehouse distributors of Karl Guggenheim, Inc., New York, charm manufacturer, and their wives, will be guests of the company at the Sheraton-Chicago Hotel here Thursday (28).

Bob Guggenheim and Fred Loewes will host the dinner party which gets under way at 6:30 p.m. The distributors will be in Chicago for the annual convention of the National Vendors Association.

VENDING HEADQUARTERS for VICTOR
THE MOST COMPLETE and FINEST LINE of BULK VENDORS

New Victor 2000 Vender, Large Capacity . . . Holds 2,000 Balls 100 Count Gum . . . or 600 10c Capsules . . . Also Available 3 Balls 100-Count Gum for 5c. $24.50 ea.
Large Stock of Venders—Parts and Merchandise. Write for Prices.

H. B. HUTCHINSON, JR.
1709 N. Decatur Rd., N.E. Atlanta 7, Ga.
Phone: DAuba 7-4300

Prizes in Store for NVAers

CHICAGO—Operators will be in for such luxury prizes as a new compact car, a color television set and a freezer-refrigerator as National Vendors Association holds its annual convention in Chicago's Sheraton March 28-30.

The television set, freezer, plus many other prizes will be raffled off during the new NVA "Mystery Event" to be held at the association's wind-up banquet and floorshow, Saturday (30) evening.

Paul Price, New York charm manufacturer, will raffle off the new compact car, Saturday afternoon from the convention exhibit floor.

Social Program

Other luncheons, breakfasts, and a special ladies social program under the direction of Sue Folz, will be held during the three-day conclave.

Lead brands will start activities off with a Wednesday (27) "pre-convention" breakfast for the firm's distributors and wives.

Wednesday noon, Samuel Epp and Company will host a luncheon for its distributors.

The convention committees will meet Wednesday afternoon. Heads of these include: Rolfe Lobell, convention; Dick Gibbs, exhibits; Harold Folz, program; Bob Guggenheim, publicity; Leo Leary, membership; Jack Nelson, reservation, and Loretta Cook, registration.

NVA's board of directors meeting will be held Wednesday evening.

Exhibit Hours

Thursday (28), exhibits will be open from 10 to 6. The National Vending Machine Distributors Association will hold a luncheon meeting at noon.

Friday, exhibits will be open from 10 to 12 and from 3:30 to 6. NVA will sponsor a luncheon meeting at 12:30 and the association will hold an evening cocktail party from 8:30 to 11:30.

Saturday, exhibits will also be open from 10-12 and 3:30 to 6, with NVA sponsoring another luncheon and vending its festivities with its traditional banquet and floorshow in the evening.

A special $25 per couple price covers admission and all social events sponsored by the association. Convention chairman Lobell noted that with the two luncheons, evening cocktail party and wind-up banquet and floorshow, operators would receive at least twice their admission value in entertainment alone.

Attention Mr. Operator

Coming Soon

Victor's New 25¢ & 50¢

Capsule Vendor. Vending

The Large V2 Capsule.

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Write For Advance

Information Now!

VICTOR VENDING CORP.

5711 West Grand Avenue
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IMPORTANT MEMO

AD DEADLINE FOR N.V.A. CONVENTION ISSUE

Dated: March 30

Distributed: Monday, March 25
(Ad Deadline: March 20)

FREE distribution of this issue at the N.V.A. Convention, Sheraton-Chicago Hotel, Chicago, Illinois, March 28-31.

REACH OPERATORS IN THIS EDITORIAL PACKED ISSUE, which will contain a comprehensive report of convention activities.

ONLY IN BILLBOARD IS WEEKLY BULK VENDING NEWS REPORTED.

ONLY in Billboard can advertisers reach (at low cost) the operators in attendance as well as those operators unable to attend the convention.

Send Advertising Copy on or Before Wednesday, March 20.

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UJA Coinmen Meet

NEW YORK — Executive committee members of the United Jewish Appeal's Coin Machine Division will meet at 6 p.m., Wednesday (20), at UJA headquarters here to discuss the 1963 campaign. Irving Heizman, acting chairman, said the 1963 guest of honor will be announced at the meeting.

BUY THE BEST!
Going Strong
Your machines empty fast with these beautiful, detailed, multicolored

CORAL SNAKES
with painted eyes and forked tongue

Only $50.00 per M Capsuled
WATER SNAKES, in assorted colors.
ONLY $46.00 per M Capsuled Labels available.

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COLLECTS...SAVES...TRADES...SWAPS
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THOUSANDS OF VARIETY ALL DIFFERENT STAMPS FROM ALL OVER THE WORLD! PACKED IN CAPSULES FOR VENDING MACHINES. EXCITING HOBBY FOR EVERYONE. ALL STAMPS GUARANTEED TO BE GENUINE.
NOW THEY CAN BE SOLD IN YOUR CAPSULE MACHINE
With a Profitable Result
FOR YOUR 5¢ CAPSULE MACHINE
5¢ WORLD STAMPS
PACKED IN CAPSULES
500 FOR $15.00 PRICED AT 3¢
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CAPSULE STAMPS 2½ EA.
FOR YOUR 10¢ CAPSULE MACHINE
10¢ STAMPS OF THE WORLD 10¢
PACKED IN CAPSULES
500 FOR $25.00 PRICED AT 5¢
1250 per M
CAPSULES OF 2½ TO 10¢ VALUE
F.O.B. our Factory or from Epp Warehouse
EPPY CHARMS INC
91-15 144th Place, Jamaica 35, N.Y.

Philly School Starts Classes In Vend Repair

PHILADELPHIA—The Bok Vocational Training School here has begun a six-month vending repair school, according to Alan Morrison, president of the Pennsylvania Automatic Merchandising Council.

The 780-hour training course is the second of its kind in the nation and is authorized by the Federal Manpower Development Training Act of 1962.

The first vending machine repair school opened February 1 at the Los Angeles Trade-Technical College. The National Automatic Merchandising Association assisted in the organization of both schools.

While the curriculum was based on that of the Los Angeles school, it was tailored to local needs by a PAMC advisory committee headed by Albert M. Rodstein, president of Macke Variety Vending, Philadelphia.

Some 24 students are attending for five days a week and six hours a day. All are unemployed skilled workers from other industries.

Break-In Wave Hits Memphis

MEMPHIS — Coin machine thieves, believed to be a group of juveniles, struck again last week in a series of break-ins of phonographs, pin games and cigaret vending machines, Police Chief James C. Macdonald reported.

Macdonald has a special squad of detectives trying to catch the gang, which coin operators estimate account for numerous burglaries each week.

With this gang, and other coin machine break-ins, losses to operators run into the thousands of dollars each week.

"We think the thieves are juveniles living in this section," said Inspector W. E. Routt. He ordered more frequent checks of locations, recalling that five other spots were hit recently.

Allen Smith in Crash

MEMPHIS—Allen C. Smith, head of the vending division of Sammons-Pennington Company, distributor, crashed his car into an underpass center post last week but escaped serious injury

LOOK! All These Features . . .

1. Engineered for coins of any country, up to size of large English penny or U. S. 50¢.
2. YEARS AHEAD STYLING—Demanded by Chain Stores.
3. Compact, practical—Smallest floor space with greatest earnings. Mark 1's fasten neatly together, forming a battery of any size.
4. THE FINEST MATERIALS—Without comparison for time, weather, and usage resistance
5. BUILT FOR BUSINESS—Corner locks eliminating water seepage, corner protection pipes, out-of-view wheels, and innumerable other exclusive features are reasons why Beaver is the world's largest selling bulk vendor.
6. SIMPLE—Ready-filled jars with labels or displays speed up servicing. Chain Store managers who fill their own machines will find it easy—even if they know nothing about vendors.
7. SANITARY—Jars come filled, labeled, and dust-clean
8. SWIFT—Ready-filled quick-change jars cut service time way down and practically eliminate shop work with no more filling, applying decals, washing globes, etc.
9. The empty jars themselves will be in great demand by storekeepers, his friends, and his customers for cookie jar or display jars

Truly . . . the Disposable Jar used in conjunction with the BEAVER MARK I opens up

"A New Frontier in Bulk Vending"

Distributorships Available Throughout the World
Address All Inquiries To:

BEAVER INTERNATIONAL
1415 LAWRENCE AVE W TORONTO 15, ONTARIO

I am interested in getting full details on Beaver bulk vendor distributorship now available.

Name _____

Company _____

Address _____

City and State _____

W. Va. Bill KO's Per-Mach. Fee

CHARLESTON, W. Va. — The West Virginia Legislature has passed a bill which virtually eliminates per-machine licenses in favor of a graduated schedule.

Operators of penny machines pay from $2.50 to $600 (for more than 300 machines); operators of nickel or higher machines pay from $5.50 to $1,800 (for more than 450 machines).

John A. (Red) Wallace, board chairman of the West Virginia Music and Vending Association, said the new legislation would save operators several thousand dollars annually.

Other Bills Killed

Wallace noted that several other bills which would have adversly affected the coin machine industry had been killed in committee.

Wallace termed the graduated schedule a good step forward for the State.

Up to now, operators paid $2.50 per machine per year for penny machines and $15.50 per machine per year for machines operating at 5 cents or more.

The new schedule is as follows:

On penny machines, operators pay $2.50 per machine for one to nine units; $25 flat fee for 9 to 50 machines; $75 for 51 to 150 machines; $200 for 151 to 300 machines, and $600 for 300 or more machines.

Other Fees

On nickel or higher machines, operators pay $5.50 per unit for one to nine machines, and flat fees of $175 for 10 to 49 machines; $450 for 50 to 100 machines; $800 for 101 to 200 machines; $1,200 for 201 to 300 machines; $1,500 for 301 to 450 machines and $1,800 for 450 or more machines.

The latter fee schedule applies for all types of coin operated equipment functioning at 5 cents or more. It includes vending, games, rides and music.

The fee schedule, said Wallace, was worked out jointly between the West Virginia association and the State Tax Commission.

State Sales Appointed by Wurlitzer for Baltimore

NEW BALTIMORE DISTRIBUTORS FOR WURLITZER are Dave Koenigsberg, standing, and Sam Weisman.

BALTIMORE — The State Sales & Service Corporation, organized three years ago by Sam Weisman and Dave Koenigsberg, has been named local Wurlitzer distributor.

State Sales will service Maryland, the District of Columbia and parts of Virginia and Pennsylvania.

Weisman, a veteran of more than 30 years in the coin machine industry, was a top executive of the United distributorship before he formed State Sales with Koenigsberg.

Koenigsberg, with 20 years in the industry, had specialized in the operating and electronics end of the business.

State Sales displayed the Wurlitzer line to local operators at an open house here Wednesday and Thursday (13 and 14.) On hand were A. D. Palmer Jr., Wurlitzer advertising and sales promotion manager, and Hank Peters, Wurlitzer Eastern field service engineer.

Within the next two months, Weisman and Koenigsberg plan to visit every customer in their territory.

Mystifying... Magic-Magnets

$38.00 per thousand

AT YOUR NEAREST WAREHOUSE OR DIRECT FROM

KARL GUGGENHEIM, INC.

150-57 Archer Ave., P.O. Box 510, Jamaica 31, N.Y. 212 RE 9-4433

VENDING HEADQUARTERS for VICTOR

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

New Victor 2000 Vender, Large Capacity . . . Holds 2,000 Balls 100-Count Gum . . . or 600 10c Capsules . . . Also Available 3 Balls 100-Count Gum for 5c. $24.50 ea.

Large Stock of Venders—Parts and Merchandise. Write for Prices.

PARKWAY MACHINE CORP.
715 Eager St. Baltimore 2, Md.

GO MODERN! SAVE TIME! SAVE MONEY!
DISPLAY PROPERLY FOR ACTION!

A capsule that is eye-catching different now. BEST! Colorfully tinted in transparent hues of Blue, Red, Green and Amber plastic.

10¢ MAGIC 10¢ JEWELRY

W DISPLAY PERFECT, FAST FRONTING WITH THESE SKIN-PACKED AND PRINTED DISPLAY CARDS

RINGS RINGS RINGS!

See you at NVDA Show.

PLASTIC PROCESSES INC., 83 HANSE AVE., FREEPORT, N.Y.

BULK VENDING SALE

All machines clean and ready for locations.

N. W. MODEL 60, like new $11.50
N. W. MODEL 49 12.50
N. W. TAB GUM 14.95
N. W. MODEL 33 BALL GUM & PEANUTS 4.25
ACORN 400 CAPSULE, ROCKET or 100 COUNT GUM MACH. 10.95
ACORN 6 or 9 LB. GLOBE, 1c BALL GUM or CONFECTION 9.95
SILVER KING, 1c or 5c. 4.95
HALLMARK PEN MACHINES, 25c 13.50
SELECTO VEND TAB VENDORS 5.95
U. S. POSTAGE STAMP MACHINES, 5c, 10c Cat. 9.95

Write for catalog on complete line of Bulk Vender Supplies.

TITAN VENDOR SUPPLY CO.
1210 Farnam Street Omaha, Neb.
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NATIONAL VENDORS' ASSOCIATION

VEND-O-RAMA 1963

SHERATON-CHICAGO HOTEL
Chicago, Ill.

MARCH 28-29-30-31

"Chicago Is the Key in '63"

. . . and you need to be there

TO SEE:
1. NEW MERCHANDISE
2. NEW EQUIPMENT
3. NEW METHODS

TO LEARN:
1. WHAT PROGRESS HAS BEEN MADE
2. WHAT OTHER OPERATORS DO
3. WHAT THE FUTURE HOLDS
4. NEW IDEAS

ATTENTION:
VENDING MACHINE OPERATORS
VENDING MACHINE DISTRIBUTORS
A SPECIAL PACKAGE PLAN COVERING ALL EVENTS IS AVAILABLE AT
$15 per person — $25 per couple
Includes:
EXHIBITS
2 LUNCHEON MEETINGS
FRIDAY NIGHT PARTY
SATURDAY BANQUET AND SHOW
PARTICIPATION IN MYSTERY EVENT . . . .
A DELIGHT OF PRIZES AND SURPRISES
LADIES' PROGRAM

REGISTER NOW FOR:
NATIONAL VENDORS' ASSOCIATION

"VEND-O-RAMA '63"
SHERATON-CHICAGO HOTEL, CHICAGO, ILL.
MARCH 28 THRU 31

Send in the following blank with your check to:
JANE MASON
Exec. Secretary
1155 N. Cicero Ave. Chicago 51, Ill

Enclosed find my check in the amount of ____ covering ____ reservations

Name

Address

City State

Candy, Mdse. Venders Double-Team Passengers

HAMLET, N. C.—Both merchandise and candy venders are being teamed successfully on a large scale by Service Vending Company here.

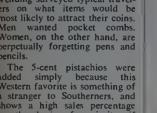
Under the experimental program which has blossomed out into several hundred locations, Service Vending Company is using two-level step-hack stands, to combine such odd bedfellows as ballpoint pen venders, gum, 5-cent cashews, charms and confection mixes.

In typical bus station location, for example, the installation will consist of eight machines, including a 25-cent ballpoint pen vender in the top row, 1-cent ball gum, 5-cent pistachio, 1-cent and 5-cent charms, a 10-cent comb machine, and a 5-cent chocolate vender.

This combination was chosen for bus stations, airports and railroad terminals, after Service Vending surveyed typical travelers on what items would be most likely to attract their coins. Men wanted pocket combs. Women, on the other hand, are perpetually forgetting pens and pencils.

The 5-cent pistachios were added simply because this Western favorite is something of a stranger to Southerners, and shows a high sales percentage on the basis of curiosity, if nothing else. One-cent ball gum, of course, is always a stock item, while the 5-cent chocolate confection was added for the benefit of the traveler who has very little time to visit the associated restaurant or snack bar, but will cheerfully drop nickels in for a bit of sweet-tooth refreshment.

The odd combination of comb and ballpoint venders on stands usually reserved only for 1-cent or 5-cent machines has worked out so well, reports the Service organization, that in many instancq, operators of small-town bus lines, after seeing the installation in larger terminals, have written or telephoned, inviting the North Carolina bulk vending organization to place similar equipment in their stations.



A NEW DRY SPRAY LUBRICANT, an all-in-one cleaner, and cue-stick talcum, were introduced last week by Wica Manufacturing Company here. The cleaner, designed for on-location use, sells for $1.29. The lubricant is for wood-to-wood or metal-to-metal use (wherever oil is impractical) and sells for $1.95. The powder, newly packaged in 1½-pound cans, sells for 50 cents.

BARGAINS
FOR THE WEEK

GAMES GAMES

250 OF THEM

Received a Large Lot of Drink and Coffee Vending Machines in Trade, via a Large Lot of Phonographs.

WHAT DO YOU NEED?

1700, 1000, 1960 & 3000 Wurlitzer Phonographs at low prices.
Playtime Bowler, 12 Ft. $450.00
Gottlieb Bowler, 16 Ft. $1,100.00
Bonus Bowler, 10 Ft. 425.00
Bally Stingray 595.00
Gottlieb Bowler, 9 Col. Glo-Ette Vendors. 139.50
Rowe 3700 Cigarette Vendors, Refinished Hammertone.
Rowe 3700 Refinished 300.00

We have many large Ball Bowlers for sale, so tl. What price do you allow!

Write or Call Us Collect.
MAin 1-3511

Write for Our Price List on Full Line of Coin-Operated Machines.

Central
DISTRIBUTORS, Inc.
2315 Olive St., St. Louis 3, Mo.
Phone MAin 1-3511; Cable: Centrol

Seeburg Trio on European Trip

CHICAGO — A trio of top Seeburg executives are off on a European junket for visits with the firm's network of international distributors. Del Coleman, board chairman; Bill Adair Jr., vice-president in charge of sales, and Jack Gordon, executive vice-president, will make their first stop in Zurich, Switzerland.

—

CHICAGO — Bowling and shuffleboard pucks in multi-colored metal were introduced by the Precision Novelty Company recently. The pucks come in regular and king size, and are made of hardened metal, ground, polished and chrome plated. The color is carried not only on the top of the puck but throughout the entire outer coat.

BAR OWNERS LIKE TO RECALL WHERE & WHEN

NEWARK, N. Y.—John Bilotta, local Wurlitzer distributor and part owner of Radio Station WACK here, is using the station's house organ to promote his "Golden Oldies" programming concept.

The juke box programming theme is based on the theory that most bar patrons tend to get a bit nostalgic after a little conviviality, and that they like to hear songs that remind them of their youthful exploits.

By using the Golden Bar selection button on late model Wurlitzers, the patron gets 10 best-selling records of the 1940's on the insertion of 50 cents.

Some 50 sides are available—five for each year of the decade—all of which sold 1,000,000 or more copies.

These records are listed by year, title and artist in the WACK weekly house organ, with the information that they appear on juke boxes in the Rochester-Syracuse area.

New kiddie-coin attraction earns

BIG BONUS PROFIT

in every kiddie-ride location

Wherever kiddie-rides go and in countless locatioos lacking space for kiddie-rides . . . FUN-PHONE earns important money month after month and year after year with periodic low-cost, easy change of program. FUN-PHONE is the biggest profit producer per square inch of space in the kiddie-amusement class.

Insert Coin, Pick Up Phone, Hear the Magic Story-Teller!

Flashy eye-appeal gets quick attention

FUN-PHONE looks like a wall-type pay telephone but in the brilliant colors children love. Vivid red coin-box mounted on bright display panel, stops youngsters in their tracks gets quick and continuous play.

Easy operation pleases kiddies, parents

Youngest toddler and busiest parent get the FUN-PHONE idea at a glance. When coin is deposited, youngster picks up receiver, hears a pleasant voice tell one of a dozen clever stories recorded on built-in tape-player, engineered to insure clear, distinct sound, ruggedly constructed for trouble-free profitable performance.

Appeals to wide range of ages

FUN-PHONE scripts are based on a variety of themes from famous fairy tales to western and space adventure, but peppied up with a touch of comic-strip humor that appeals to a wide range of ages. Location tests prove children as young as 3 and as old as 12 are all equally fascinated with FUN-PHONE. No kiddie-coin attraction ever created offers the universal appeal and big earning power in small space packed into FUN-PHONE.

Be first to your area to start a junior juke box route with FUN-PHONE . . . a permanent, profitable, pleasant business with unlimited potential for growth. Get FUN-PHONE now.

See your distributor . . . or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS

FOR SALE

GAMES & BOWLERS

United Bandstand Shuffle	$ 65.00
Ultimate Championship Shuffle	75.00
Williams Trivia Test	95.00
Williams Triple Shuffle	95.00
Seeburg Shuffle	50.00
Gottlieb Sitting Pretty	125.00
Gottlieb Silver	75.00

PHONOS

Wurlitzer 3400, 2804, 2415	$545.00
Wurlitzer 3500, 2304, 2215	645.00
Wurlitzer 3300	445.00
Rock-Ola Ride-A-Way 1448	75.00
AMI S-120	265.00
AMI F-130	175.00
Seeburg 220	365.00
Seeburg KD 1405	445.00

CIGARETTE VENDORS

Smokeshop, 9 column	$55.00
Eastern, 20 column	45.00

Call, Write or Cable:
Cable: LEWJO
We are now distributors for Exhibitions and Bottlers.

Lew Jones Distributing Co.
Exclusive Wurlitzer Distributor
3201 E. Capitol Ave. 329 W. Ninth St.
Indianapolis, Ind. Covington, Ky.
Greater Cincinnati
Tel. MErrose 5-1593 Tel. AS 1-6969

2 Denver Operations Merge

Shown left to right are Don Keys, Marshall Pack, R. F. Jones and Sam Keys. The last named is shown signing the contract which made Stereo Music, Inc., a reality in Denver.

DENVER — A new giant in Denver juke box, amusement machines, and vending operations bowed here last week, as Apollo Music Company and Stereo Music Company merged. Apollo Music Company was headed by brothers Sam and Dan Keys, who purchased a small route formerly operated by Draco Sales Company in 1954.

Stereo Music Company was headed by Marshall Pack, a veteran of many years with R. F. Jones Company, who went into route operations a little more than three years ago.

Under terms of the merger, Sam Keys will serve as president, while Marshall Pack is secretary - treasurer. A new building is being selected as service and executive headquarters.

500 Units

The consolidation of the two firms boosts the combined string to more than 500 units, with the emphasis on phonographs, but including amusement machines, cigaret and other venders.

Apollo Music Company has in the past been noted for success in arcade-type amusement machine locations, as well as departures from standard programming and the extensive old-favorite merchandising.

Under the new title of Stereo Music, the firm will have 16 employees and cover every section of Denver. Jack Hackett and Owen Englim will head the service departments.

The switch is expected to improve the profit picture due to centralized control, cutting maintenance and service costs, fewer trucks and greater efficiency, according to Sam Keys. There will also be greater financial strength, of course.

The new combination began operations on March 1, with the purchase of several AMI phonographs from R. F. Jones, head of the company bearing his name, who was on hand for the formal signing of the papers.

Penna. Community Passes License Bill

ALMONESSON, N. J.—The Township Committee has passed an amended ordinance in this community near Philadelphia which licenses juke boxes at $10 per year and "games of chance" at $25.

"Games of chance" include pinballs.

Under the amendment, children of any age are allowed to play selections on the music machines and only those 14 or older can play the games. Under the original bill no one under 16 could use any kind of coin machine.

We have whatever you need in
GOTTLIEB GAMES!
Contact Us Today
World's Largest Distributor of Pinballs
Exclusive Gottlieb and Vack-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware.

ACTIVE AMUSEMENT MACHINES CO.
666 N. Broad St., Phila. 30, Pa.
POplar 9-4495
You can ALWAYS depend on ACTIVE ALL WAYS
Write or wire for prices.

ONCE IN A LIFETIME OPPORTUNITY...

SAVE $1335
on established selling price

SPECIAL PROMOTION PACKAGE DEAL
will earn cost of studio in one season
Nothing more to buy

DEAL INCLUDES:
The AUTO-VOICE MARK V
NEW in performance
NEW in design
PROVEN money maker
3000 RECORD BLANKS
1000 MAILING ENVELOPES
ALL FOR $1600
F.O.B. Los Angeles

SPIN RECORDS TO NEW PROFITS THIS SEASON!

AUTO-VOICE STUDIO vends a high quality 45 rpm one-minute disk recording for only 50c — vends a "Custom mailer" envelope for 10c

NOW — AT THIS SPECIAL PRICE OFFER YOU HAVE A SELF LIQUIDATING PLAN TO EARN THE PRICE OF THE STUDIO PLUS, IN ONE SEASON. ACT TODAY — DON'T MISS OUT ON THIS ONCE IN A LIFETIME OPPORTUNITY

OFFER DEFINITELY CLOSES JUNE 1, 1963
All orders subject to prior sale on these 50 units
Terms: 1/3 with order — balance S/D Bill of lading
WIRE—WRITE or TELEPHONE TODAY

AUTO-VOICE MANUFACTURED AND WARRANTED BY
AUTO-PHOTO CO., INC.
3300 Central Avenue, Los Angeles 11, California
Telephone: ADams 3-6247

Another SOUND INVESTMENT for you from AUTO-PHOTO CO

WORLD WIDE...

ONE-STOP SERVICE
WHERE YOU CAN **RENT** or **BUY!**

ASK ABOUT THE W. W. "RENT PLAN" FOR THE MIDWEST. NOW YOU CAN RENT A PHONOGRAPH FOR AS LITTLE AS $35.00 PER WEEK. CALL US COLLECT FOR FULL DETAILS.

PHONOGRAPHS

ROCK-OLA 1488	$685
ROCK-OLA 1475-200	495
ROCK-OLA 1446	245
WURLITZER 2000-200	545
AMI CONTINENTAL 2-200	545
AMI CONTINENTAL 1-200	625
AMI CONTINENTAL 2-100	525
SEEBURG AY160-SM	945
SEEBURG AQ150-SM	795

SPECIAL! ROWE RV-750 COFFEE
Fresh Brew—Batch! Like New $445

It's BASEBALL Time
Thoroughly Reconditioned

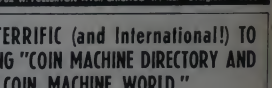
Bally BALL PARK	$375
Bally HEAVY HITTER	195
Wms. '62 WORLD SERIES	395
Wms. DLX BATTING CHAMP	325
Wms. DLX HITCH HITTER	325
Wms. OFFICIAL BASEBALL	295
Midway DLX BASEBALL	395

VENDING

APCO 4-Flavor ICE	
Dual Comp.	$1,045
BOWL-O-MAT (late serial)	175
STONER S-40-D (Instant)	175
STONER S-40-D (Instant)	195
VENDO HB 900A (Fresh Br.)	295
CORSAIR 20 Cel Cig.	195
SEEBURG S-1 Cig.	175
STONER D-13 (Instant)	325
BALLY 597 Coffee (Fr. Br.)	595

We carry The Most Complete Line of Phonographs, Games, Arcade and Vending Equipment. Write for Complete List!

Terms: 1/3 Dep/ Bal. Dep/ Draft or C.O.D.



2732 W. FULLERTON AVE., CHICAGO 47, ILL. • EVergreen 4-2900

when answering ads . . .
Say You Saw It in Billboard

THE RESPONSE IS TERRIFIC (and International!) TO BILLBOARD'S UPCOMING "COIN MACHINE DIRECTORY AND WHO'S WHO IN THE COIN MACHINE WORLD."

Here's one example:

"Your upcoming Who's Who Book of Coin Machine People is about the most refreshing idea that has come along in sometime. I am sure it will be of great use to all Coinmen throughout the world. From what it sounds like, it might even replace the telephone directory. We look forward to it with great enthusiasm."

H. Grant
International Amusement Co.
Belgian Amusement Co.

COMING MAY 20th—ANOTHER INDUSTRY SERVICE FROM
Billboard
"The Ultimate Authority—Internationally"

NEW 4-PLAYER MAGIC!
GOTTLIEB'S ALL NEW
GAUCHO
NEW Extra Ball Feature
Coin Return
Playboard Auto-Clamp
and Many Other Features!
See Page 62
ORDER TODAY!

WANT TO BUY
OLYMPIC — PREVIEW — FASHION SHOW — CONTEST — ALOHA — LANCERS — PATO FINISH — FLYING CIRCUS — LIBERTY BELLE — BIG CASINO — OKLAHOMA — SHOW BOAT — TROPIC ISLE — COVER GIRL

Completely Reconditioned
LIKE NEW
SEEBURG HR-100 ..... $325

WEEKLY SPECIAL!
'62 Gottlieb FASHION SHOW
Completely Reconditioned —Like New— $395

NATIONAL
COIN MACHINE EXCHANGE
1411-13 Diversey, Chicago 14, Ill.
Blickingham 1-8211

If Customer Gets Enough, Nuts Pay Off

FLORENCE, S. C. — Five-cent cashews, so long as the location is served frequently, and a good-sized portion of nuts is released, can be the most profitable item on a bulk vending route, according to L. S. Guyton, local operator.

Guyton has some 50 cashew locations, mostly in high-traffic spots, such as bus stations, railroad stations, department stores, super service stations and super markets.

Wherever he has introduced cashews on a 5-cent vend, he has been careful to use selling signs which point out "Nothing Tastier"—"Try This Flavor."

Cashews, Guyton points put, are a nut item which most people do not taste unless they happen to be at a party where mixed nuts are being served.

Guyton found that there were invariably complaints from people who felt that they were not being given enough cashews in return for a nickel, wherever they had encountered the machines before.

The solution, the South Carolina operator decided, was to simply shop around for a better buy on the tasty nuts, which he eventually accomplished.

160,000 LOCATIONS GO UNTAPPED IN KINGDOM

LONDON—Some 160,000 locations in United Kingdom taverns and cafes are unexploited by juke box operators. This is the market outlined by Ditchburn Equipment, Ltd., the nation's largest juke box distributor.

Data is contained in a Ditchburn publication, a slick two-color give-away for operating prospects, entitled, "How to become a successful phonograph operator."

As glossy as brochures come, the book, with only a mild typographical salute to Ditchburn's Music Maker Seeburg juke box, spells out economics of juke box operating, with the machine's history, to sample profit-and-loss returns.

Juke boxes and coin-amusement machines comprise as yet one of the few UK industries not swamped by semi-insuperable regulations. And yet there are only 15,000 juke boxes in play.

Now, 5-cent cashews get the benefit of regular replacement in every location, since Guyton has no locations which are not within a few blocks of his Florence home. Because they are always fresh, tasty, and properly salted by Guyton himself, cashews at 5 cents are actually outselling Spanish peanuts at 1 cent.

LITTLE ROCK—Dan Levin, 51, owner of Standard Automatic Music Corporation, distributor of Wurlitzer phonographs and Bally games, died here Sunday.

He left his wife and two teen-age daughters.

He had been in the business since 1941 and was widely known among Mid-South music and game operators.

WURLITZER
2700
Greatest Money-Maker of Them All

when answering ads . . .
Say You Saw It in Billboard

BASEBALL GAMES

King of Swat	$150
Four Bagger	150
Ball Fever	195
17 Baseball	195
Pinch Hitter	295
Official Baseball	375
Super Steer	150
Slugging Champ	195
Yankee Baseball	265
Mid. Del. Baseball	295
Grand Lacrosse	125
Leader	125
Bally Big Inning	150
Bally Heave Hitter	175
Bally Baseball	225
Bally Baffle Practice	249
C.C. Bully's-Eye Baseball	149
C.C. Super Home Run	95

GUNS

Atomic Number	$125
Gonco Big Top	195
Gonco Sky Rocket	195
Bally Eagle	295
Bally Bull's-Eye	195
Bally Gun Smoke	125
C.C. Sky Gun	125
Bally Rifle Range Gun	400
Dale Gun	65
Dale Sharpshooter Gun	65
Crusader	345
Gonco Super Big Top	195
Gonco Rifle Rifle	195
Gonco Sky Gunner	150
Gonco Sky Rocket	195
Gonco Sky Rocket Rifle	195
Gun Club	345
Gun Smoke	395
Lucky Gun Circus Gun Rifle	275
Gun Patrol	150
Gun Smoke	225
Hercules	395

Jet Gun	$150
Gonco Big Top	125
Gonco Gun Action	150
Harvey Air Raider	150
Mid. Shooting Gallery	175
Pistol Pete	75
Pop Gun Circus	395
Rifle Range	150
Polar Hunt	165
Silver Bullet	150
Sharpshooter	125
Sharp Shooter	275
Soleri Gun	175
Space Rider	395
Stalk Rifle	195
Submarine Coon Gun	195
Sweet Water Gun	195
Tree Gun Fun	350
U.S. Rifle	395
United Sky Raider	350
Vanguard	225
Wild Shooting Gallery	225
United Pirate Gun	225
Mutie, Stereo Rifle	725

WRITE US FOR OUR NEW PRICE SHEETS ON GAMES, SHUFFLEBOARDS, ARCADES & KIDDIE RIDES.

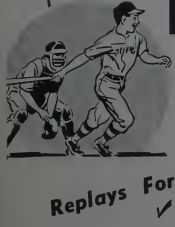
M. S. GISSER
Sales Manager

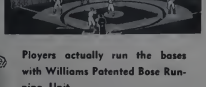
CLEVELAND COIN
MACHINE EXCHANGE
2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1-6715

ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

1963
Williams
MAJOR LEAGUE

The Original Designers of Authentic Baseball Games.





Players actually run the bases with Williams Patented Base Running Unit.

MYSTERY PITCHER THROWS
FAST BALL — SLOW BALL
INSIDE — OUTSIDE PITCHES.

Ready to Score
★ MORE MONEY for YOU!

Reploy Model with EXTRA Inning Feature, and Over the Fence Home Runs. Extra Inning for HOME RUN when arrows are lit.

Replays For . . .
✓ GRAND SLAM HOME RUN (Adj.)
✓ "TOPPING" SCORE TO BEAT
✓ TOTAL RUNS SCORED
✓ MATCH FEATURE (Adjustable)

Formica Playfield *Stainless Steel Trim*

New Action
Official Baseball Scoring

Williams ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

When you buy a baseball game—buy Williams

SEE THESE NEW EXCITING FEATURES IN WILLIAMS NEW 1963 BASEBALL GAME

New 24 volt system • New "push-pull" latch mechanism for front molding • New Relays • New motor operated target reset • New "brushed nickel" front door and frame.

NEW ROWE AMI

hottest phono in years!

Programs 200, 160 or 100 selections. Sensational self-contained Stereo Round.* Sophisticated design, moving color. Outstanding engineering developments for simplified operation.

*Patent pending

On display now at your Rowe AMI Distributor

Rowe AC Services

Division of Automatic Canteen Company of America
18 So. Michigan Ave., Chicago 3, Ill.

VALLEY SALES CO.
333 Morton St. Bay City, Michigan

Exclusive Chicago Area Distributor for

WURLITZER PHONOGRAPH and PARTS

IMPORTERS
SEND FOR
FREE
LATEST CATALOG
64 Pages—Fully Illustrated.

FIRST COIN MACHINE EXCHANGE, INC.

Joe Klein
Cable: "FIRSTCOIN"—Chicago
Dickens 2-0500

1750 W. NORTH AVE • CHICAGO 22, ILLINOIS •

Return of Winter Freezes Ops

CHICAGO—Juke box collections dipped as winter again came on like a bear throughout the Midwest. After a week or two of scattered sunshine, the area was hit by one of the worst snowstorms of the winter.

Operators again spent more time retrenching and making agonized service calls than in concentrating on new records.

Despite the relatively soft picture, however, several new singles emerged as breakouts in the juke box market.

Both Singer One-Stop and Music Box cited "Pipe Line," by the Chantays on Dot and "Bony Moronic," by the Appalachians on ABC-Paramount.

The second tune is interesting in that it's the same one written by Larry Williams and recorded by Williams on Specialty some years ago. The version by the Appalachians has more of a "Walk Right In" sound.

Singer is also moving "Don't Say Nothin' Bad," by the Cookies on Dimension, a rock and roll tear-jerker and "Winter Love," by Bill Pursell on Columbia, breaking into r&b locations after selling well in pop spots for about a month.

Generally the trend is reversed—from r&b to pop—but in this case, the disk is performing very similarly to a record by Ruby and the Romantics, "Our Day Will Come" on Kapp, which likewise broke pop and went r&b. The latter tune has been out for about a month.

At Music Box, Russ DiAngelo cited good action on the following: "Mecca," Gene Pitney, Musicor; "Hot Pastrami," the Dartells; Dave Dee, Workout, Jackie Wilson, Brunswick; "Sax Fifth Avenue," Johnny Beecher on Warner Bros. and "Blue," Jack Reno on Fonograph.

COINMEN IN THE NEWS

AROUND ARKANSAS

The racing season at the Oaklawn track at Hot Springs drew a lot of phonograph and game operators who are horse race enthusiasts from all over the Mid-South. Seen recently at the track were: **Harold Dunaway**, Twin City Amusement Company, Little Rock; **Cecil Hill**, Hill Amusement Company, Little Rock; **J. Earl Gill**, Gill Amusement Company, Hot Springs, and **Orell Bledsoe**, National Novelty Company, El Dorado.

Also attending the races were **Joe Michle**, Gay Amusement Company, Blytheville, Ark.; **Paul Mauecll**, Paul's Novelty Company, Greenville, Miss.; **Billy Foster**, Foster Music Company, Pine Bluff, Ark., and these from Memphis: **Drew Canale**, Canale Enterprises, Inc., **Robert Crump**, vice-president of E. H. Crump & Company, and **Ben Gay**, official of U.S. Royal Tire Company, friends of Canale.

Chester Baker, Baker Amusement Company, Pine Bluff, reports his area continues to prosper from industrial development, and his business is good.

Wayne Cartiller, B & C Amusement Company, Forrest City, drove the 50 miles to Memphis recently on a shopping trip for equipment. **Nathan Wheeless**, Service Amusement Company, Blytheville, Ark., had all of fire in the business, is on the go day and night, was seen recently putting some new phonographs on location.

Lester E. Godwin, Godwin Music Company, Texarkana and Hope, Ark., is expanding his

Bill Would Stiffen Tobacco Fines

SACRAMENTO — A bill to inflict penalties for furnishing tobacco to persons under 18 years old has been introduced in the California Legislature by Sen. Sam Fredericks of Napa County.

Fine for conviction would be increased from $25 to $500. A dealer found guilty of not posting a copy of the State law against sale of tobacco to minors would be fined $25 instead of $5.

music and game tables to coffee vending and other phases of vending. He thinks there is great potential in vending. **Charles A. Stewart**, executive secretary of Arkansas Music Operators Association, Little Rock, is spending a lot of time at the Legislature these days. His main interest is to work against any adverse legislation which would affect the industry. None has been passed so far.

ELTON WHISENHUNT

AMERICAN 9' SHUFFLEBOARDS $145

BIG BALL BOWLERS		PUCK BOWLERS	
Bally Lucky	8199	Blinker	8135
Bally Trophy	160	ABC	140
United Bowl	390	Express	145
Bally Challenger	275	Bally Deluxe Club	195
United Holiday	765	Bally Lucky	395
		Rhine Twin Bowler	85
PUCK BOWLERS		United Shooting Star	95
Keeney Bonus	8 95		
Keeney Speed Lane	160	GUNS	
Keeney Century	195	Exhibit Gallery	8 95
Keeney Jewel	286	Bills Gallery	75

Deluxe Shooting Gal	8975
Midway Shooting Gal	150
Wells Target	165
Bally Hi-Top	195
Bow-N-Arrow	195
Mechanical Sky Raiders	195

ARCADE EQUIPMENT

Pollard Football	8125
Make-It-Only	75
Hood Racer	260
Hood Pro Round	260
Jet Pilot	75

PURVEYOR DISTRIBUTING CO. Better Buys

4322-24 N. WESTERN AVE.
CHICAGO, ILLINOIS
JUNIPER 8-1014

NEW 4-PLAYER MAGIC! ALL NEW **GAUCHO**

NEW "Hard-Coin" Finish Extends Playboard Life to an All-Time High!

NEW EXTRA BALL FEATURE NEW COIN RETURN NEW PLAYBOARD AUTO-CLAMP NEW DOUBLE-SIZE CASH BOX NEW FRONT DOOR STYLING NEW MAXIMUM SECURITY DOOR LOCK

SEE YOUR DISTRIBUTOR ! SEE THE MAGIC OF THESE PLAY-MAKING, PROFIT-MAKING FEATURES:

- Extra ball feature made by hitting Roto-Stor
- Making rollovers advances Roto-Target value
- Hitting Roto-Target scores indicated value; re-sets target values
- Bulls-eye targets turn pop bumpers on and off
- 4-places to spin Roto-Targets
- Stainless cabinet trim ■ All the deluxe Gottlieb features

A Gottlieb FLIPPER SKILL GAME

D. Gottlieb & Co.
1140-50 N. Kostner Avenue • Chicago 51, Illinois
It's Always Profitable to Operate Gottlieb Games!

NOW!

TRUE ALBUM PROGRAMMING

Seeburg's exclusive new 'Little LP' records in 33⅓ stereo give you true album programming for your locations... for the first time ever. Six tunes, or their equivalent, from a best-selling stereo album for 50¢ per selection. And remember, this new Seeburg gives you automatic intermix of Little LPs... 33⅓ singles... and 45 singles. Yours with the revolutionary ***Seeburg LP Console.***

Billboard PHOTO GALLERY OF Newsmakers

BRAVISSIMO: Popular Columbia Records international singing group, Los Cinco Latinos, are presented with an achievement award by Peter de Rougemont for record sales passing the 1 million mark. Presentation was during Argentina reception.

EARL OF KING: Alto sax man Earl Bostic is re-signed to King Records, Inc., by General Manager Hal Neely. King has had Bostic under exclusive contract for over 10 years with brief hiatus to DeLuxe, which is King-owned.

POLL KING: Shown receiving the Billboard Award as the deejays' choice for Most Promising Instrumental Group in 1962 is King Curtis (center). Making the presentation is Billboard's Frank Luppino, while Capitol's Manny Kellem beams approval.

BLOODY RARE: "Don't Put Onions on Your Hamburger" is the Big Top single that Mad's Alfred E. Newman (right) is plugging from his new album, "Fink Along With Mad." In for a treat is Charlie Greer (WABC) and promotion man Sal Licata.

FEET FIRST: Vee Jay spansared a recent Manhattan "Walk Like a Man" hike. Among survivors were (upper l. to r.) Vernan De Meyer, Tony De Angelis and Lennie Sultan; (lower l. to r.) Sweets Gaulavaris, with Vee Jay reps Fred Perri and Pat Marlowe. Other than Vee Jay personnel, hikers were Manhattan record shopkeeps.

BEARD'S BEER: Al Hirt pauses for a long draught of beer to sustain him until he opens at Las Vegas' Rivera Hotel (25).

STAND-IN: Robert Weiss receives Billboard trophy on behalf of Emilio Pericoli for the Best Foreign Song of 1962, "Al Di La." Handling the presentation is Mike Maitland, president of Warner Bros. Records. Weiss will be winging the award back to Italy where he will in turn present the trophy to its rightful owner.

FOREIGN AWARD: Billboard's man in Uruguay, Alberto Marovi, accepts two Discametra De Oro for American artists Chubby Checker and Bobby Dorin from Mauricia Brenner, president of Fermata (Argentina), during recent Festival there.

WINNING TUNESMITH: Recipient of Most Successful Composer Award goes to Uruguay's Osiris Rodriguez Castillos. Joining in the tribute are (l. to r.) Juan D'Ariena (RCA), Panchita Nale (Vic), Douglas Taylor (CBS Argentina) and Mauricia Brenner (Fermata).

COMER: Odean's Ramona Galarza is awarded Discametro De Oro as most promising singer during 1962 by Billboard's Alberto Marovi Attending are Ricardo Glacia (right) from Palacia de la Musica and Odean's Argentine rep Fernando Lopez.